

The Main Event

A Publication of Mainship Corporation › 255 Diesel Road › St. Augustine, FL 32086 › Spring 2000



Mainship Trawlers
The Security of Tradition

The Main Event

c o n t e n t s

s p r i n g 2 0 0 0

From The Helm	2
Letters to the Editor	3
Don't Let It Stop You	4
Pilot™34: Baja Sportfisherman	5
Mainship Opens Midway Plant	6
Newport Rendezvous '99	7
Profile: Russo Marine	8
Contest: Destinations!	9
News From the Wheelhouse.....	10
The Inside Story	12
Profile: Specialty Yacht Sales	13
Mainship Owners Club Corner	14
Performance Spotlight: Yanmar.....	15
What's New	16



THE SECURITY OF TRADITION

Mainship Corporation ▶ 255 Diesel Road
St. Augustine FL, USA 32086
Sales: 800-578-0852
Warranty: 800-248-2980
Parts: 800-243-1894
(904) 829-0500 ▶ FAX: (904) 827-2157
<http://www.mainship.com>
Email: info@mainship.com

From the Helm

Mainship Trawlers — Boats designed by you

The Mainship Trawler is far different than it was twelve years ago. Technology has played its part in the difference as the strength-to-weight ratio of fiberglass is better, engines are more powerful and equipment in general is smaller, lighter, and more efficient. The other big difference is the part that you as the consumer have played and continue to play.

Your input regarding the features you like about your boat and the changes you would like us to make helps guide Mainship's direction each model year. The format of how you get the information to us is not as important as just telling us what you think. The most common flow of input comes from the ownership surveys, followed by comments passed on to our sales and service department via dealerships, e-mail, at boat shows and at owner rendezvous. At the last owner rendezvous in Newport, Rhode Island, a special time was set aside just to gather your comments on a one-to-one basis.

Your thoughtful suggestions have led to improvements in the Pilot™ 30 galley layout, Pilot™ 34 salon and forward stateroom design, 390 Trawler bridge steps, and 430 Trawler salon and flybridge design among others. Nothing makes a boat better than being designed by people like yourself, who use your boat on a regular basis.

At Mainship, our philosophy is to give you the best value in the recreational trawler market. Judging by your purchases of Mainship Trawlers, we are succeeding. Mainship will build three times more units than any of our closest competitors this year! You will find our Pilots and Trawlers cruising the waters around the world — and that's what we mean when we talk about "The Security of Tradition". The security of owning a Mainship that has been built upon the traditional values of safety, quality and value by a stable, well-known company for people who enjoy cruising waters near and far.

Thank you for your design input — it helps us to refine our Trawlers year after year...



William G. Finney
William G. Finney
President



James L. Kreuger
James L. Kreuger
Director of Sales and Marketing

letters to the editor



We often receive questions that can benefit many owners. Here are a few...

PILOT™30

Do you have a special wrench available for the packing gland nuts on a Pilot 30? I can't seem to get a regular wrench onto the nuts, and would like to have a way to adjust it before we leave on a cruise this Friday. Thanks.

— Chris G.

Keeping in mind that we use air tools, our assembly line supervisor recommended a 9/16th deep well socket with a 6" extension. A 9/16th universal swivel socket may be also be used. We hope this is helpful.

MAINSHIP NANTUCKET

I have a 1988 36' Mainship Double Cabin Nantucket. I need to replace a few of the air vents on the side of the hull that were cracked when we bought the boat. Can I order these from you or can you tell me who to contact? Thanks.

— Madge K.

These hull vents can be purchased from Jim Egan at Silvertown Parts Supply at (732)255-1100.

MAINSHIP SEDAN BRIDGE

I am contemplating a move of my residence. Can my Mainship 31 Sedan Bridge be shipped by truck across the country? I presume it was shipped that way to get it to the Midwest from Florida. The shippers I have spoken with say it must be less than 13½ feet high including the trailer. If in fact this is possible, what has to be done to the boat to get it down to "size" so to speak? The trip would be from St. Joseph, Michigan to Portland, Maine.

— Tom M.

Originally 31 Mainships were shipped on a marine transport truck. The console was removed and stored in the salon. The steering lines and pump were capped. The helm seat and backrest were removed and the exposed screw holes were taped. The arch was removed and the holes in the fiberglass taped over as well. This should get the boat to legal shipping limits.

350 TRAWLER

I am purchasing a 1997 350 Trawler. I wish to install an autopilot. What models do you recommend? What other information can you provide?

— Allen H.

We don't offer autopilots, but your local electronics dealer should be able to help. Pick a well-known brand name that can be serviced in your area.

OWNER TO OWNER

(This was taken from the new North East Mainship Owner's Club Chatroom)

Someone a while back mentioned putting in a small bilge pump in the back of the keel near the packing gland that tosses out the water, especially when under way. I searched the archives but didn't have any luck coming up with it. Would you mind repeating the information? Given the narrow space was it a small Rule?

— Bill S.

Bill —

I have a small bilge pump right below the stuffing box. It is actually a diaphragm pump. The pump is mounted next to the rudder on the port side. The pick up hose sticks into the keel just ahead of the backing plate for the skeg. I have the exit fitting well above the waterline on the port side just forward of the cockpit. The pump is controlled by a Water Witch® switch. The pump acts as a check valve and prevents most of the water from returning to the bilge after the cycle stops. I tried a small Rule pump. They kept freezing up or burning out because they are always partially submerged. There is too much water that dumps back every cycle due to the long exit hose.

— Jay Leonard/President

Northeast Mainship Owner's Club

Don't Let It Stop You

A cruising man shows us that a disability is no reason to stay ashore, and circumnavigates the DelMarva Peninsula in his Mainship Pilot™30.



As its name implies, the DelMarva Peninsula encompasses parts of Delaware, Maryland and Virginia. It is on the eastern shore of Chesapeake Bay, the Southwestern shore of Delaware Bay and is bounded on the east by the Atlantic Ocean. Tom Mosca and his wife, Denise began planning this trip before they ever owned a boat, hoping to find one that could make the journey comfortably. A month later, they acquired *Darter*, a Mainship Pilot™30. They didn't actually begin the journey until a year later, but that left them enough time to dream, plan and prepare for this 10-day trip that would be made with Tom in a wheelchair.

Darter is named for one of the small fish Tom studied in graduate school, the tessellated darter. Their Mainship Pilot™30 has a custom hardtop that was built with heavier-than-usual materials and more gusseting in order to support a davit with electric winch that was built into the structure to aid Tom in boarding. By hooking a nylon strap wrapped around the frame of his wheelchair, he is able to lift himself on and off the boat conveniently and without assistance. Once on board, he transfers to the helm station and remains there until the end of the trip, making little use of the wheelchair.

Built into the overhead are grab handles. Useful to everyone in bad weather, they are essential to Tom at all times. Once on board he moves about by dragging himself

with his hands. By grasping the overhead lines he is able to easily lift himself up and down the companionway steps, on and off the long bench seats amidships, and to and from the helm, or his wheelchair.

Darter was built with transverse bench seats at the helm station, and he removed the starboard seat and replaced it with a pedestal seat. This places him closer to the wheel and controls and allows him to swivel and face rearward when backing down. The overhead lines, davit and the seat swap are the only modifications made to the boat for his disability.

Their excursion began and included Bess, their fox terrier, on a hot August 26th, 1999. They departed from Sarah's Creek on York River, Virginia and crossed to the Chesapeake Bay Bridge-Tunnel. Soon they were in a smooth and calm Atlantic Ocean, enjoying the sight of dolphins large and small cavorting around their boat. The next stop was 80 miles later at Wachapreague, Virginia which is a small quiet fishing village and home to the Virginia Institute of Marine Science. At sunup, they left for their 108 mile journey to Cape May, New Jersey wanting to reach their shores before the inevitable summer afternoon thunderstorm. A favorite stop for boaters, Cape May is a key harbor for waiting out bad weather. It is also a quaint little town with unique shops and many restaurants. They were also given a tour of the Coast Guard Station,

which was a real treat since both Tom and Denise are in the Coast Guard Auxiliary. Leaving Cape May they continued north and made trips to the major shipping ports of Wilmington, Delaware, then Philadelphia where they visited the charming towns of Chesapeake City and St. Michael's. The next leg of their trip took them to Crisfield, Maryland, experiencing the beauty of Tangiers and Watts Islands, before returning towards home port.

Two people who were instrumental in helping Tom to choose the Pilot™30 and in helping to set the boat up to suit Tom's needs were Danny Bacot, President of their marina in Virginia, York River Yacht Haven and Harry Barritt, President of Commonwealth Yachts, a Mainship distributor. Tom wants to encourage disabled people to get out and enjoy boating as an independent component of their lifestyles. He wants people to know that any disabled boaters, friends of disabled folks, or marina operators who would like to make their marinas more handicapped-friendly are welcome to call on him anytime. He may not have any magic solutions, but he'll be happy to talk!

Tom and Denise's entire cruise and story can be read in the April 2000 issue of Passagemaker Magazine.

This article has been reprinted in part with the permission of Passagemaker Magazine.

Pilot™34: Baja Sportfisherman

“We’ve been fishing with different couples who also have boats. They can’t get over how well it handles in 4-6 foot seas.”

Those are the words of Scott Lamberth written as an introduction to his collection of cruising logs from an end-of-year trip to Mexico. Lamberth and friend/partner, Bill Fitzpatrick had just purchased a Mainship Pilot™34 and had it outfitted as a sportsfisherman. The name *Sassy Lady* was ceremoniously painted on its transom.

The two picked up their boat at Voyager Marine in San Diego, California after it was customized from bow to stern and rigged for fishing. If the boat’s original designers could see it now: a custom tuna tower with outriggers and outfitted to compete with a host of other Pacific fishing boats.

According to Rocky Finocchiaro, Vice-President for Sales at Voyager Marine in San Diego, boaters in Southern California had chased down every Luhrs Alura diesel they could find and “are now turning to the Mainship line.” Finocchiaro added,

“This very stable, long range, single diesel was just the ticket for Lamberth and Fitzpatrick to make their San Diego to San Carlos, Mexico run. Both have homes in San Carlos and love to cruise the Sea of Cortez around the Baja Peninsula.”

Unlike the pebbled California coastline, the beaches along the Baja are white and sandy, perfect for a temporary anchor point for a Pilot™34. Lamberth and Fitzpatrick needed such respites during their cruise.

The Captain’s Log for December 11, 1999 reads, “Weather again became very rough. Change course to east to get close to coast and find safe harbor. Near coast weather improved and we made San Juanico before dark and anchored. Try again tomorrow.”

As every boater knows, no cruise comes without its share of challenges and the Mexico trip was no exception. Lamberth’s relief is evident in one of his last logs of the trip.



He wrote, “Arrived at Punta Pulpito at 0015, refueled, took a short siesta and departed at 0415 for San Carlos. Rough trip across but glad to be home. Contingent from yacht club with champagne and music met us at the docks. Great homecoming but both of us are tired.”

Finocchiaro calls Lamberth and Fitzpatrick two of the most easy-going and understanding people he has ever worked with. “What a pleasure,” he said, “to work with them. You go above and beyond for people like that. They know what they want and they make it easy for you to get it for them.”

Midway, Georgia: Our Growth Continues With A New Production Facility



Mainship Trawlers opened a new manufacturing facility last spring in Midway, Georgia. This new plant will produce the Pilot™ 30 and 34 Express and Sedan models. “Due to the tremendous response to the Pilot series, we have simply outgrown the St. Augustine facility”, states William Finney, President of Luhrs and Mainship. Ernie D’Alto, General Manager who has been with Luhrs and Mainship for over 15 years, oversees the daily operations. The plant currently employs approximately 80 people.

The Luhrs Marine Group again invaded Newport, Rhode Island for their annual summer rendezvous. The Mainship Owners were well represented with owners coming in from as far as Virginia. New England weather was great as it provided for great cruising to and from Newport with clear skies and low winds.

The Newport Yachting Center hosted this fine event and by Thursday night over 53 boats filled the south basin. Mainship Dealers Sailing Specialties, Long Island Yacht Sales and William J. Petzold were major sponsors and brought several new Mainships for the owners to look at. A new 390 Trawler was the queen of the fleet and several owners were contemplating moving up. A new Pilot™ 34 also made a splash!

All the owners, their families and friends were wined and dined in Newport Style with a welcome barbecue and a classic New England Clambake. Activities ranged from test driving the newest in Jaguar Motorcars to the downright devious dinghy races. A Newport-Inspired Scavenger Hunt and a special “Lace em Up” race capped off a great Saturday. Jim Krueger, Mainship’s Director of Sales and Marketing pitted his enviable skills against his counterparts at Luhrs and Silverton in the third heat of the Dinghy Races and finished in first place!

Awards were presented Saturday evening and everyone enjoyed a fun prize giveaway that included thousands of dollars worth of great gifts. Sunday morning a wake-up band strolled the dock and serenaded the crews



Skip O'Connell paddles toward the finish line while David Balfour paddles furiously with his broom!



And they're off! The annual dinghy race always gets a lot of attention. No drownings were seen, but several participants did manage to get a bit drenched.

with the best of New Orleans tunes. A huge breakfast buffet awaited the 200-plus participants and everyone said goodbye to new and old friends alike until next year.

This year's Rendezvous will be held July 6th – 9th at the beautiful Essex Island Marina in Essex, Connecticut. A great weekend is in store for you, so if you haven't received your invitation by April 15, call 1(888)27-YACHT or email Dani Bodo at danib@luhrs.com.



Luhrs Marine Group

A N E M P L O Y E E O W N E R S H I P C O M P A N Y

NEWPORT 99



Riding high in a new Jag XK8, this crew was off to tour Newport.



The “String Pass” game created a lot of laughs and gyrations. The Silverton gang was victorious.



The owners boarded the launches to head for the Yachting Museum at Fort Adams.



The kids had more fun with the “Power Blasters” that we used for the dinghy races.



New England Powerhouse



Larry Russo, Sr. is proud of his company's longevity. With measured sentences and carefully considered words, he embodies the good business sense that has seen Russo Marine through 60 years of business. His boat dealership is New England's oldest and largest.

Established in 1940, Russo Marine has been in an expansion mode since the last recession. The business has grown both in product line and geographical location. Russo says the continuing expansion moves have "solidified his position as New England's leading power boat dealer."



Home-based just north of Boston, Massachusetts, Russo decided to expand south of the city after conducting a customer-based motivational research project. The report showed that customers who lived south

of Boston did not want to drive through the city to buy a boat.

The decision to expand was made late last year and was hammered out by an owner who cares about every nuance of his business.

"I'm a marketing man, at heart," he says, "and I spend a lot of energy in advertising and promotion to create and reinforce the Russo Marine persona."

Although he highlights Mainship as an integral part of his product line, Russo says that he must offer more than just a boat to his customers. He sells a lifestyle.

In his 2nd year as a Mainship dealer, Russo has seen changes in both his business and in Mainship's. Russo explains that Mainship "has targeted the fastest-growing segment in inboard cruisers, the New England-style day cruiser and classic trawlers."

Larry has been involved in the business all of his life. He smiled warmly as he remembered watching his father sell boats in the 1950s.

"Boating was a hobby then. Men bought boats, men worked on boats and men went fishing in boats. Sometimes, men took their families with them."

As a third generation dealer, Russo has seen the industry change as it appeals less to sports and recreation enthusiasts and more to those seeking a new lifestyle. He says, "Boating makes a statement for those who want to be on the water, and Mainship has recognized that."

With an air of controlled excitement in his voice, Russo concluded by saying that manufacturers and dealers have to find ways to keep customers liking the lifestyle of boating. He says, "Mainship is doing that now, and that's what keeps me a Mainship dealer."

Win FREE Mainship Clothing and Gear

We are looking for quality photographs of Mainships in various locations. The more exotic and distant, the better! Send us a print, a slide or even a high resolution digital image and you can win \$150.00 of the NEW MAINSHIP APPAREL and GEAR. Just send your photographs to:

Main Event Editor
Mainship Corporation
255 Diesel Road
St. Augustine, FL 32086
904-829-0500

These photographs will possibly be used in national advertising, internet and brochures and will become the exclusive property of Mainship Corporation. All winning entries will require a photo release for their use which will be sent to you after selection. All photographs must be received in St. Augustine, FL no later than May 15, 2000.

Check Out Mainship's newest apparel at www.mainship.com

news from the wheelhouse

Let's take a quick cruise to several Mainship dealers around the world and take note of some interesting activities and stories they are telling.



Peters PLC, the world's largest Fairline distributor, has acquired Hayling Island company Opal Marine in a bid to strengthen its position as a global boat sales organization. Opal Marine is recognized as one of the country's rising stars under the stewardship of Managing Director Barrie Stillwell, who has recognized that customer satisfaction and a professional approach to marketing is the path to continued growth.

Brian Peters, Chairman and Managing Director of Peters PLC spoke about his recent acquisition, "We are naturally delighted to have Opal Marine as part of our organization. They have a tremendous synergy with what we are trying to achieve at Peters". Making this a reality at Opal is Operations Manager Richard Hewitt, who will direct the company through this merger. Opal Marine has been a Mainship Trawler dealer in the United Kingdom for 3 years.

Left to right — Richard Hewitt, Brian Peters, Barrie Stillwell and Jim Krueger



Don Durant manages Club Nautique in Alameda, California. He says he is offering Mainship trawlers for charter on the bay in San Francisco and says that booking a Mainship is a lot more exciting than reserving a hotel room.

Durant says that his inventory includes two 390 Trawlers, a Pilot™34 Sedan, and a Pilot™30 and that the boats are located in Alameda, Sausalito and San Mateo.

All locations are no farther than forty-minutes from an international airport. He says his prices are competitive and that there are a huge number of places to cruise in the Bay area. Contact Don at

ddurant@clubnautique.net.

San Francisco is the most popular destination city in the world and there are over 1,000 miles of waterways in the area.



Paula Choyke and her husband, Tyler, own Hidden Harbor Marine in Sarasota, Florida. Paula said, "we had to talk to this couple who took their brand new 390 Trawler from Punta Gorda to the Great Lakes and back."

It seems that Bob Sikes and his fiancé Coleen took off from the west coast of Florida last year on April 6th and headed across the peninsula to Stuart traveling via the Caloosahatchee River.



They then took the intracoastal to Norfolk, Virginia, the Chesapeake to the Jersey Coast, and finally the Hudson River, through the Erie Canal and on to Cleveland, Ohio.

Why Cleveland? It's Bob's hometown — that's why — and it made for one heck of an adventurous cruise.

Asked about the most adventurous, adrenaline-pumping event of the trip, Sikes remembered a mooring gone-awry in Georgetown. He said, "We knew the bottom was muddy and that the tides varied by as much as six feet. It took us awhile to anchor, but when we did finally 'grab' we were pretty confident."

Bob said that his confidence evaporated when he and Coleen returned from a two-hour shopping trip to find empty water where their boat had been. He said, "We finally spotted it 300 feet from where we left it. It had come off anchor and drifted with the tide. The owners of a sailboat that was in its drift path were onboard and anchored it safely."

By the way, Bob and Coleen picked up her daughter in Southport, South Carolina on the way up the coast. The trio put some seven hundred hours on the boat.

In fact, Bob and Coleen set a May wedding date in Jamaica based not untirely on their Florida to Ohio cruising

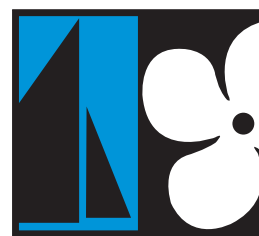
experience. Coleen said, "We figured that if we could get along on a boat for four months, we could get along the rest of our lives!"

Lippincott Marine

Mainship 350/390 owners got together in McClean, Virginia in early February to swap stories and enjoy some conviviality.

According to Ed Carroll, who is the Sales Manager at Lippincott Marine in Grasonville, Maryland, the group converged on the home of Steve and Mary Ellen Weber for a social. Carroll said it's interesting that the bond among Mainship owners is so strong and that they "stick together".

He said that Mainship trawlers roll in every couple of days and that demand is high. The Mainship 350 became the 390 as the 2000 model year cruised out.



**TOLEDO BEACH
YACHT SALES**

Sean Taylor is in charge of sales for the Mainship line at Toledo Beach Yacht Sales in Lasalle, Michigan. He reports a very successful Cobo Show in Detroit in early February, with a lot of interest in the new 390.

This was Mainship's first showing at the Cobo Hall Convention Center and according to Taylor, the smoothest show he's participated in. He said, though, that it wouldn't have run so smoothly without the help of the factory in St. Augustine, Florida.

"Jim Krueger and the gang really went above and beyond to deliver our 390 in time for the show." Taylor said, "Extremely cold weather in northeast Florida just before show time put the skids on the final paint for the boat. We really appreciated the efforts of the factory in working overtime to finish their work and make the on-time delivery!"

Mainship®
Corporation
T R A W L E R S
AN EMPLOYEE OWNERSHIP COMPANY
The Security of Tradition

the inside story

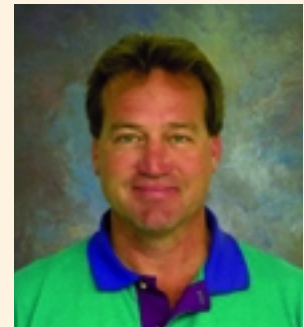
THE LATEST NEWS FROM MAINSHIP HEADQUARTERS



Dave Bennett
*Director of
Research and Development*

Dave Bennett, Director of Research & Development at Mainship, has watched the companies change and expand for over 16 years. Dave's initial years at the Mainship plant in Marlboro, New Jersey were spent building the original diesel cruisers Mainship first created. He moved with Mainship to St. Augustine, Florida in 1991 and has been responsible for various areas within the company. Today, Dave has a full agenda not only supervising the creation of new prototypes, such as the recent Pilot™34 but also making sure everything possible is done to make Mainships more user friendly. Some of the new features Dave and his crew have been auditing are the engine rooms; moving filters and hoses, etc., to make daily maintenance easy. "Entire engine extractions are now possible without major structural alterations," adds Dave, "Many features you may not notice at first, like the new thermoformed storage bins and equipment covers really finish off the spaces that were previously unusable, adding many cubic feet of precious storage." The teak and holly flooring in the Pilot™ series is secured in a fiberglass pan, which allows for easy refinishing and repair. Frameless windows are being installed to combat leaking and deterioration of the framed windows. The Pilot™30 even received a retrofit kit for the now standard transom door. These are just a few of the product improvements that are driven by your comments to the Mainship dealers and us. Dave continues, "Customer input is important, so continue to let us know how we are doing."

Once the changes are agreed to, it is up to Dana Greenwood, Director of Manufacturing, to integrate them into the manufacturing system. Dana, a four-year Mainship executive, has spent over 17 years in the marine business. He is a noted expert in the composite materials and electronics fields. Most recently, he was President of Consolidated Yacht where the highly sought-after Egret flats boats and others were built. Dana has assembled a production team that interfaces closely with sales, engineering, purchasing and customer service to identify possible pitfalls and opportunities within the production process. "Instead of the common practice of quality control checks at the end of the production line, Mainship now starts at the beginning of each stage," said Dana, "The supervisor of each assembly line now has the added responsibility of monitoring the manufacturing process from the first ounce of gel coat to the final test run in the Atlantic Ocean." They work with all departments to ensure a smooth flow of quality components and parts. The supervisors are all educated on the pluses and minuses of the competitors boats as well. This gives them more insight into what you, the customer expect. Dana has been instrumental in the success of Mainship to the extent we have had to expand our facilities to a new plant in Midway, Georgia. For more information on the Midway plant, see our story on page 6.



Dana Greenwood
Director of Manufacturing



Jim McCorry
*Director of
Customer Relations*

Before your boat actually goes to the dealer it has to get through Jim McCorry and his team. Jim has 15 years of production, quality control and customer service experience in the automotive industry. He came to Mainship a year and a half ago as Director of Customer Relations. Jim has since instituted significant changes in order to ensure the final product meets our standards and that our dealer service managers are being trained as professionals. A Customer Service Liaison position was implemented in an effort to bring the owners desires into the production, design and engineering circle. "If there are repeated problems with a model, the liaison reports them to the appropriate contact within the company," Jim explained. A solution to rectify the problem is then determined; whether it be a necessary design change, a production issue or a vendor issue. "Another integral part of our customer service effort includes educating our dealers," said Jim, "Mainship now holds an annual 'Dealer Service Conference' to increase awareness and to keep our dealers updated to the ever-changing needs of the industry and especially our products." It includes service updates, customer support and training of dealer personnel on warranty repairs. By combining the efforts of the quality assurance, warranty, waterfront delivery and customer support departments, Mainship has created a winning team to ensure first rate product is delivered and service after the sale is top notch.

SPECIALTY YACHT SALES



Along the scenic coast of Vancouver, British Columbia, nestled on tiny Grandville Island sits Specialty Yacht Sales, a company that has been promoting the boating lifestyle for over 35 years and is still going strong. Harry Fronzcek is the founder and owner and his dealership is one of the oldest in Vancouver. His son, Lawrence, now running the family business with his father attributes their success to promoting boating as a family activity. “Boating as a family creates camaraderie and a team environment”, said Lawrence.

Lawrence grew up on the west coast of Canada. Both of his parents emigrated from Europe and loved to explore the islands and inlets. His first experience with the sea was being strapped to the mast of a sloop! He and his sister spent many holidays and weekends on the water accumulating boating skills and a love of the ocean. His father Harry taught him most everything he knows about boating and instilled a strong work ethic in his son. Harry is considered an icon in the Northwest boating

community. He has sold more boats in British Columbia waters than any other broker in Western Canada.

Specialty began with the Hunter Sailboat line in 1988. Sailing is one of the most popular sports in this coastal Canadian area. The inside passage between Vancouver Island and the mainland is one of the most beautiful areas of the world according to Lawrence, “It’s a great way to meet new people and introduce people to boating”. Since many retired sailors began buying trawlers, the family felt marketing a trawler line would be a logical step. They saw a Mainship 350 at a boat show and knew it would be perfect to accompany their current product, and in 1996 they decided Mainship offered the most value for the money, so they became a dealer. They recently sold a 430 and have a 390 and two Pilot™ 34s on the way.

There is a strong sense of family at Specialty Yachts as each day they strive to satisfy each and every one of their customers. They believe their strengths lie in providing a friendly and happy atmosphere, because

they take the time to really listen to their customers’ needs.

“Introducing customers to the trawler lifestyle and boating brings families together — and keeps them together”, Lawrence emphatically states, “when Specialty Yachts sells a boat it is not just a sale, it is the beginning of a long term friendship”.

Their team of brokers have over 170 years of boating experience. Lawrence has been an integral part of the business for the last 10 years. In 1998 he became the Sales and Service Manager, giving his father more time to focus on the growth of the business.

But it also gives Harry some time to travel as well. He has planned a trip to Queen Charlotte on a Mainship 34 Sedan. Fred Bucci, who will be on a Pilot™ 34, will cruise with him. Joining them from Queen Charlotte on his own Pilot™ 34 Sedan will be Warren Luhrs, Mainship’s founder. The three will then travel to and explore the waters of Alaska. They will leave early July and return the end of August.

Visit Specialty Yacht Sales on the web at www.yachtworld.com/specialtyyachtsales.

Mainship Owners Club Corner

Mainship owners have a common thread. A kind of kinship that makes them special and want to congregate. Owners' clubs are growing all over and doing very well.

Pacific Northwest Mainship Owners Association

Take John and Barb King's Pacific Northwest club for example. The organization was started in 1992 as a yearly rendezvous opportunity and has grown to include some sixty boat owners, about fifteen of whom are Canadian. The Kings send out a semi-annual newsletter to compare notes and swap ideas among the group. John says, "We've got pretty much the same group of boaters we started out with and have grown to become a large family. Several of us have made the Alaska run a couple of times and we love to cruise together." You can contact the club by email at bking@tnet.net.

Chesapeake Bay Mainship Owners Association

Jim Bauer heads up the Chesapeake Mainship Contingent. He says the club was formed as an offshoot of the Mainship Owners' Club of New Jersey by just six members in 1990 and now has a mailing list of more than 135. After living in the northeast for years, Bauer recently moved to California and says he "takes advantage of inexpensive airfare to travel across country to tend to business." He is on the lookout for someone on the east coast who can help him with a reorganization of the club,

a volunteer who can be the "eyes and ears of the Chesapeake Bay area" and help move the club along. Contact Jim with ideas at bauer.jamesr@aol.com.

North East Mainship Group

There's good news for Mainship owners in the New England/New York area. The formation of the North East Mainship Group provides an opportunity for Mainship owners to gather on a monthly basis to share experiences, cruising plans, maintenance issues, and of course, Mainships.

The group's initial meeting was held January fifth in Mystic, Connecticut at the Old Mystic Marine Basin yacht club. There were 18 in attendance for cocktails, dinner, and excellent conversation. The February meeting had 20 in attendance and featured a short presentation after dinner on batteries by Roy Schoenfeld.

The group has its own web site <http://sites.netscape.net/mainshipsrule/homepage> which will serve as a message board/newsletter instead of traditional mailings. This keeps the cost at zero and also allows the display of members' Mainships, meeting pictures, and miscellaneous boating links. This includes a link to the 'Mainship onelist' which will serve as the group's calendar of events.

In the next meeting the group will plan some summer raftups. Interested owners contact Debby or Jay Leonard at dleonard@javanet.com for more details. And remember...Mainships Rule!

New Jersey Mainship Group

Claiming more than 240 members nationwide, the Mainship Owners Club of New Jersey was organized in 1985 as a local group but has grown as fast as its newsletter. According to H. Warren Timm, who leads the group, most of its membership are owners of the original Mainship 34, 36 and 40s. The Jersey group publishes a newsletter concerning boat maintenance about six times a year and is based solely on owners' experiences. According to Timm, the organization has a number of subgroups that plan social functions for members. He says, "We have one here in New Jersey, one in Rhode Island, another in Chesapeake and yet another in Florida." Timm's email address is tinytim2@aol.com.



Top photo, Left to Right -Warren Timm, Joyce Timm and Don Gagne of the New Jersey Mainship Group

Bottom photos - The February meeting of the North East Mainship Group

▶ Power for Pleasure



Yanmar Diesel Engines Provide Power To Please

Yanmar is the one of the power plants of choice for Mainship designers and engineers. In addition to its years of proven reliability, Yanmar boasts the highest horsepower per pound of any marine engine in the industry.

Yanmar diesel engines take up less space and weigh less than most of their competitors, plus they are quieter than most other marine engines. Tom Calhoun is Director of Marketing at Yanmar and says simply, "Our engines have been designed from the outset as marine power plants. We don't modify an existing automobile engine for marine use."



The company has been in production since 1912 and is now well known for its high standards of quality. The compact and powerful diesel engines bring dramatic fuel economy advantages over their gasoline powered counterparts and run farther and more efficiently between tank refills.

According to Earl Helmer, Service Manager at Yanmar headquarters, there are a few things owners can do to maximize the life of their new engine. Although each engine has had its preliminary break-in already done before delivery, Helmer suggests keeping the throttle at three-quarters speed or less for the first 50 hours of operation. Full throttle for brief periods is recommended up to 100 hours and, after that, it's "full speed ahead and have fun."

Helmer also stressed the importance of installing the proper propeller so that the engine operates at its proper rpm. He says, "Beyond that, use clean fuel, don't overheat the engine and forget about fuel additives. These engines will run a long, long time." The Yanmar Diesel America Corporation is located in Buffalo Grove, Illinois and is accessible on the web at www.yanmar.com.



What's New

Welcome to Our Newest Dealers!

Miller Marine Yacht Sales, LLC ▸ St. Clair Shores, MI ▸ (810)445-9191

RCR Yachts, Inc. ▸ Youngstown, NY ▸ (716)745-3862 ▸ www.rcryachts.com

Toledo Beach Yacht Sales, Inc. ▸ LaSalle, MI ▸ (734)243-3830

Traverse Bay Marine ▸ Petosky, MI ▸ (231)348-1100

Wilson Marine ▸ Newberry, SC ▸ (803)276-0809

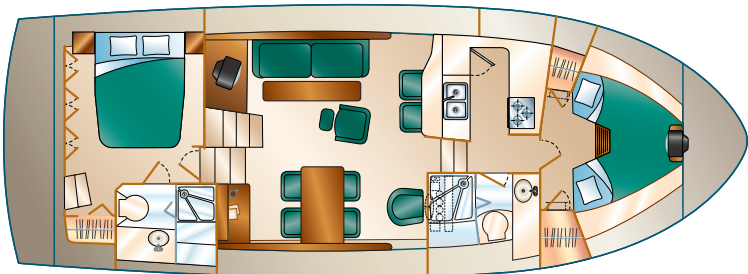


Pilot™34 Sedan Premieres

Following the overwhelming success of the Pilot™30 and 34, Mainship recently delivered the Pilot™34 Sedan. This hardtop version is perfect for cruising in any weather. It also features a private forward stateroom, a large salon with an oversize dinette and a full service galley. A dependable single diesel engine with standard bowthruster will get you where you want to go in speed and style — economically!

430 Trawler Gets Optional Two Stateroom Layout

See it at your dealer soon!



This is a preliminary artist's rendering. Mainship reserves the right to change, without notice, any materials, specifications, equipment and/or accessories. All measurements approximate.

Luhrs Marine Group Rendezvous July 6 - 9, 2000

A great weekend is in store for you at the Luhrs Marine Group Rendezvous 2000! This years' gathering will be at the beautiful Essex Island Marina in Essex, Connecticut from July 6 - 9. If you haven't received your invitation by April 15, call Dani Bodo at 1(888)27-YACHT or email her at danib@luhrs.com.

We'll see you there!

3/00 - 4500

The Main Event

Mainship Corporation
255 Diesel Road
St. Augustine, FL USA 32086

Presorted
Standard
Postage
PAID
Alachua, FL
Permit No. 27