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Rufus G. Smith & Co.
1612 Roscoe Street
La Porte, Texas 77571

Dear Bud:

Perhaps the following information regarding our construction methods and quality control equipment will be of interest to your friend and prospective Yankee 30 customer.

1) As you know, all our hulls and decks are 100% hand lay-up fiberglass - no chopper gun. In a few strategic spots in the deck and cockpit only, we employ high quality marine plywood reinforcement sandwiched in between the primary hand lay-up and the final layers of fiberglass woven roving.

There is only one chopper gun in our entire plant - because we use it only for hull liners and head liners.

2) Whereas most builders have very little, if any, temperature and relative humidity control in their laminating departments, we have equipment which makes it possible for us to control the temperature plus or minus 3° throughout our entire laminating department - and we are able to achieve a 100% change of air every sixty seconds. Many of the best informed dealers and boat designers have told us that to their knowledge, this quality of equipment does not exist in any other boat plant in the world.

(I need not tell you the very serious defects that can result, immediately or at some future time, when fiberglass is subject during lay-up to substantial changes in temperature and relative humidity - such as is prevalent in any boat plant.)

3) When our hulls are removed from the mold they do not go immediately into a cradle, as is the standard practice throughout the world. They are placed in a fiberglass steel-reinforced "basket" which is made from the original hull "plug" . . . accurate to within hundredths of an inch. Ernie Sporleder, the local I. O. R. measurer, will confirm the "unprecedented" uniformity of our hull measurements.

4) Only after the hull liner, the engine, bulkheads, etc., are installed and the hull is thoroughly cured (approximately four weeks) are our hulls transferred to cradles and decked, which further minimizes any possible chance of distortion or warpage.

5) Our hulls and decks are not joined by the "H" section riveted "rub-strake" method employed by most U. S. builders. To a 3" lip, hand laid-up around the entire hull, we first bond the deck, then employ marine screws every 8" - and we even top this construction by bolting our teak toerail through the toerail, the deck and the 3" hand laid-up lip on the hull.

6) As regards our hardware, for example, our masts are not just stock Alcoa extrusions - as are 90% or more in the industry. They are custom made for Yankee Yachts. On our Yankee 30 the mast is even drawn through a special die (we had it made up at our expense) after the mast has been extruded.

I don't believe any other builder is delivering 9/32" shrouds on a 30-foot boat . . . nor four chainplates which are 4" wide by 14" long by 1/2" thick stainless steel - and thru-bolted to a 1" thick solid hand lay-up fiberglass rib 36" long which is an integral part of the hull (not just a bulkhead).

7) To our knowledge there is no other builder in the U. S. A. (only one in Canada) that tank tests every boat before it is allowed to leave the plant. All thru-hull fittings, stuffing box, etc., are tested, and the engine is run for at least one hour. All ports, hatches, etc., are closed and the topsides are water-tested with pressure hoses.

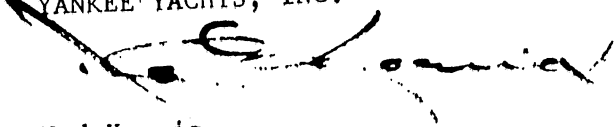
8) It is worth mentioning, perhaps, that we felt humbly honored to be asked by Mr. Dolph Le Comte, builder of some of the finest quality (and highest priced) boats sold in the U. S. A. if we would consider building his fine line of boats here in our plant in Santa Ana.

9) Whether cruising or racing, every sailor wants to get the most effective use of whatever wind is available. Enclosed is a sheet showing the Yankee 30 performance in the first of our famous Whitney Series, against many of the best boats and skippers that have raced all over the world (note Blackfin, Baruna, etc.). After three races (six weeks), the Yankee 30 is now 1st in class and 9th in fleet, in a fleet of 78 boats! In the first two races, only 44 and 12 boats finished due to 50 knot-plus winds. The Yankee 30 was the smallest boat to finish in both cases - without a single hull or rigging failure.

10) Naturally, your good friend is always free to phone Olin or Rod Stephens and ask them how the quality of our boats compares to the boats of any other company for whom Sparkman & Stephens designs boats.

I trust the above will be helpful in confirming the fact that of the five or six truly top quality production boat builders in the U. S., not all of them are on the East Coast - one of them is in California.

Warmest regards,
YANKEE YACHTS, INC.



Ned Koenig
Director of Marketing

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