
The Main Event

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Mainship Trawlers
The Security of Tradition

The Main Event

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From the Helm

What is a Mainship Trawler?

As we travel from one boat show to another, we often hear "I have never been aboard a trawler before; let's see what they look like inside." After they have been through the boat we hear "Wow, there is really a lot of room; I like the way it looks and feels." And then the discussion begins about how the boat will be used, the cruising places it can go and how comfortable it will be to stay on board for extended cruising.

The question often asked is, what makes a boat a trawler? Bill Parlatore, Editor of *PassageMaker* Magazine addressed this issue on several occasions. In his article "Philosophy Of PassageMaker" Bill wrote, "There are also some strong opinions out there about what a trawler is, and what it is not. Some owners are adamant about the full displacement nature of their boat's hull form, which provides excellent tracking ability and offshore capability. Others insist their ideal is a semi-displacement boat with fabulous teak interior and excellent speed and accommodation potential" (Mainship's position).

"What is remarkable about all this diversity in thinking is that a fairly common theme transcends the differences between boats, cruising plans, and owners. It is the trawler lifestyle that binds together all of these interests. As a whole, the lifestyle we enjoy is about quality of life, self-sufficiency, economy of operation, modern conveniences, cruising capability, and true comfort aboard.

Most of us want the ability to spend less time at a dock, preferring instead a quiet or secluded anchorage. We often cruise at a leisurely pace and economical speed, which extends our range and independence. We tend to enjoy the voyage as much as the destination. Much like turtles, we may travel a slower pace, but are content knowing that no matter where we end up, we are already home."

In the article "Expanding the Envelope" Bill wrote, "The passagemaker lifestyle is not about jarring high speed and irresponsible fuel consumption, or big budget excess – but rather a safe, successful passage of sea miles accompanied by the steady growl of a dependable diesel engine."

Also, in case you haven't noticed, our niche is really gathering momentum, and worldwide interest is very keen. And our numbers are growing." Mainship Corporation has welcomed nearly six hundred new owners to the ranks of Mainship Pilot and Trawler owners in just the past few years, and over 1,800 owners since it began making trawlers.

Here at Mainship Corporation, we would like to say thank you for joining our boating family and we look forward to welcoming many more families to the Trawler group as the years go by.



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...

WINDLASS FACTS

I have just contracted to buy a Mainship 390 Trawler with a 300 HP Caterpillar diesel. Please provide me with the following data. What make and model windlass is used on this vessel? Can it retract both line and chain? If so, what size chain and line do I need?

— John A.

Congratulations on the purchase of your 390! We feature an optional Lewmar Concept One windlass on the 390 Trawler, and yes, both line and chain can be retracted with this model. Your boat comes equipped standard with fifteen feet of 3/8" chain and two hundred feet of 5/8" line.

MAINSHIP SEDAN BRIDGE

I am looking for information on the 1996 Mainship 31 Sedan Bridge. Do you have brochures or customers I can speak with?

— Bill M

We have brochures and owner's manuals in our archives for the 1996 Mainship Sedan Bridge. Please contact our parts department at 800-243-1894 for these informational materials.

As for customers, there are Mainship Owners' Clubs across America. For a complete listing of these clubs, you may either go to www.mainship.com or call Scotty MacKay in sales at 800-578-0852.

PILOT™34 ARCH

I currently own a Pilot™30, but have a Pilot™34 on order. Can you send us a photo of the radar arch option that is available?

— Allen F

Yes! Please contact Scott Laajala in customer service at 800-248-2980 or email him at customerservice@mainship.com. He can supply you with the photos via either traditional mail or email.

MAINSHIP CORIAN®

My Corian® counter top is cracked on my Mainship 34 motor yacht. What should I do?

— Jay C.

All the Corian® countertops used in Mainship trawlers and motor yachts are fabricated in-house by our team of craftsmen. Please contact our customer service department at 800-248-2980 and we can advise you as to whether you need to repair or replace the countertop.

FOLDING TABLE

We attended the Annapolis Boat Show last Fall and viewed the trawler you had on display. There was a table on the upper deck that had sides that folded down. Do you sell these tables or can you tell me where I can purchase one?

—Martha B.

The table you saw was our upper station folding dinette table. We build these tables at our St. Augustine plant. Contact our parts department at 800-243-1894.

JOIN THE FAMILY

Thank you very much for the information you mailed me and your kind and informative letter, dated October 12, 2000. Mainship has certainly gone a long way in helping me make a decision about what brand trawler to purchase. I first walked aboard a new Mainship trawler about three years ago at a boat show in St. Petersburg, Florida, where I lived at the time. Since then, I've thought about buying a Mainship. I'm getting closer to that reality. Your publication titled *390 Boat Test Report* with articles from *Power & Motoryacht*, *Motorboating & Sailing*, *Boating*, *Powerboat Reports* and *PassageMaker* were particularly informative and helpful. This is exactly the type of information I was looking for but could not find. You should know that I am primarily interested in buying a new, "quality" trawler that I can afford, rather than an older pre-owned boat. Also, I'd really like to buy a product built in the USA. I eagerly anticipate a factory tour and sea trial in a skippered Mainship 390 Trawler before I decide to buy. This may happen some time next year. As you can see, I'm not in a hurry to buy a boat, but will get around to it when the time is right for me. In the meantime, please continue building great trawlers — as you are now — and keep the price down! Again, thank you for taking the time to answer my questions and making me feel as though I'm your only customer. This is gratifying in today's marketplace.

—M. W.

We look forward to adding you to the Mainship family of trawler owners! Please remember that Mainship did not conduct the performance data test in the reports; therefore Mainship cannot guarantee or be liable for the accuracy of the test data. If you have any further questions, call our sales department at 800-578-0852.



Gravelly-voiced Lee Marvin sang the song *Wandering Star* in the movie *Paint Your Wagon* and one line comes to mind. "I was born under a wandering star..." he sang, to a clippity-clop tune. But Adrian Salzer says the line he likes is "I never saw a place that didn't look better lookin' back," and confirmed that the family called the boat this name because of their own love of travel and the theme of the movie.

"We used to be in the travel business," Adrian adds, and in a way they still are. His wife, Joanne, and their 13-year old son, Kevin, are hosts to various family members as they make the Great Circle, a 6,000 mile journey using the waterways, lakes and rivers of North America. They started out on their Mainship 390 Trawler from Annapolis, Maryland on June 1, 2000. They expect to return there by July 1st of next year.

"The planning for this trip took about two years," Adrian says. "We used to do a lot of sailing and chartering, and we made a list of what we needed in a boat to make this trip."

The Mainship, he says, was an easy decision. "It satisfied all the criteria we were looking to find," he adds.

The planning of the trip began with Annapolis because "It's always been a dream of mine to travel the ICW," Adrian says. From there it was logical to consider going up the Hudson and into the Great Lakes, making sure they were heading south in September.

The Salzers mapped out a route that will take them down the Mississippi River, then to the Ohio, Cumberland and Tennessee Rivers to the Gulf of Mexico. The journey will continue down the West coast of Florida to the Keys, up to Fort Lauderdale, over to the Bahamas, and eventually all the way up the eastern U.S. coastline to Annapolis again.

The family established a Web site at www.mvwanderingstar.com where friends, family and interested readers can follow their travels. What is interesting about their documentation of the trip is that each one of them has an individual log, so readers can get the real flavor of this adventure from three different perspectives.



The Salzer family, aboard the Wandering Star.

The Voyage of the



Adrian's log gives the nautical miles, engine hours accumulated, fuel consumption and weather tidbits prior to reporting on his view of the journey. He's the Captain, and his reports tend to be daily and brief. His commentary usually includes the latest daily challenge.

July 4th – Chrysler Marine to Pecks Marina, Thousand Islands. Weather: partly cloudy, morning mist, .5 km visibility. Wind: calm. Engine: 121.51, Fuel: 583.4 We leave at first light despite mist and

limited visibility with time to make up for yesterday's rain. Careful navigation and radar allows us to make very good progress anyway.

Joanne is the Admiral. Her discovery of herself and the land around her, as well as life aboard a boat with two men, is very descriptive, laced with her humorous observations. If Adrian's report is the ice cream, hers is the flavorful topping.

"Adie has the dinghy set up so that we step right off into it like MacArthur in the Philippines," Joanne writes. In spite of injuring her finger seriously early into the trip, she maintains an upbeat report of the places they see and people they meet.

But eighth-grader Kevin's writings can be equated to the nuts and cherry on top with his

lively commentary on being exposed to a very large, daily changing world. Kevin's explanation of how a lock works, as they enter their first one on the Hudson River, is totally understandable. Later his words have a wistful tone when he tells the readers about his cousins and pals leaving the boat to head home for school, as he begins his homeschooling experience. And, like many young liveaboards, he quickly learns how to make friends at every port, developing his own resources for entertainment and education.

"I'm liking this," Adrian says at their stop in St. Louis. The family was just about to get off the boat for a day trip to see the birthplace of Samuel Clemens who, as Mark Twain, gave us those great stories of Huck Finn and life on the Mississippi River.

Living aboard and traveling all the time can be a challenge, but it is eased for everyone with the "wonderful people we meet all along the way," Joanne writes. The opportunity to expose their son and other members of the family to this "big, wonderful country we live in" is just another of the benefits.

Wandering Star has not let the Salzers down, either. "We're very pleased," Adrian says. "She's a very livable boat."





COMMONWEALTH YACHTS

Harry Barritt and his partners, Dan Bacot and Dan Bacot, Jr. have good reason to be proud of the company they keep. As owners of Commonwealth Yachts, they have maintained “a personal relationship” philosophy with their customers, and they add, “We’re growing every day.”

Located in Gloucester Point, Virginia, the 18-year-old business is at a large, attractive, professionally-operated marina with a four-star restaurant. Barritt said, “There are four hundred boats permanently docked here, and it’s a magnet for all the Northern Neck and Williamsburg area retirees. The cost of living is less here, and we’re finding our customers have relocated and are now ready to cruise a trawler.”

Part of the success of the company is being open seven days a week. Barritt said, “We do a lot of weekend promotions, and in this traditional market, Mainship fits in very well with its traditional design.”

A sponsor of the Solomon Islands Trawler Fest with West Marine, the sales staff at Commonwealth did the *Try-A-Trawler* program during that event. “We had over eight hundred people attending, and two hundred of those went for a ride on a Mainship,” Barritt said. A Mainship 430 and two 390’s were running steady for the four-day event. The Commonwealth staff also held seminars on classic varnishing and new alternatives to varnishing.

The diversity of the people at Commonwealth, and their commitment to providing whatever service is needed, makes the company grow well.

“We will teach people how to dock their boats, do custom rigging, and answer questions from people who attend the boat shows,” said Barritt.

He enjoys selling Mainship trawlers, a boat “that has been a wonderful line for us. A person can take delivery of one on Friday and be boating on Saturday. The standard boat is complete and totally usable,” Barritt said. “Mainship does a terrific job of

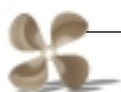
utilizing space and making it functional,” he added.

It was Barritt who sold Mike and Audrey True their two Mainships. (See story on page 14) He said, “It is a pleasure to work with a couple who are so willing to share their experiences and information with others.” The Trues now own the first two-stateroom 430, and he added, “They are more than willing to let people come on board and see how that has changed the space overall.”

He said it is because of customers like the Trues that he enjoys this business “because I am always making new friends.”



The Commonwealth facility in Gloucester Point, Virginia.



FREE Mainship Clothing and Gear Winners

1ST PLACE

Congratulations to the winner in Mainship's scenic photo contest, Robert Larnerd of Trumbull, Connecticut. Robert and his wife had this shot taken while cruising past the famous Statue of Liberty in New York Harbor last summer.



HONORABLE MENTION

We now have officially, on record, the largest Mainship raft-up in history! We've decided to give honorable mentions to the Mainship owners who sent us this picture. Left to Right: *Lucinda Smart* (Bob & Cindy Schulte), *Downtime* (Steve & Doris Arthur), *Lady Dee* (Harold & Dee Rudd), *Silver Lining* (Gary & Pam Potter), *Attitude Adjustment* (Jay & Debby Leonard), *Nauti-Buoy* (Roy & Judy Schoenfeld), *Summer Affair* (Captain Greg).



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



The third annual Luhrs Marine Group Rendezvous was recently held from July 6th to the 9th at the picturesque Essex Island Marina in Essex, Connecticut. More than 50 Silverton and Mainship boats and 165 people pulled in from as far as Pennsylvania for the four-day event.

A welcome lobster and clambake kicked off the festivities while a great band got the crowd dancing early. Friday and Saturday mornings were filled with informative seminars and included a tour of The Machineworks at Essex and a well-attended "Women At The Helm" seminar. Guest speaker Maria Russell of "Women Aboard" began the morning with key tips on provisioning and safety aboard. Marketing Director Chip Shea and Long Island Yacht Sales Manager Glen LeMaitre then taught more than 35 women how to dock in a single engine Mainship Pilot™ 34 and a twin engine Silverton 392 Motoryacht in very windy conditions. Every docking was a success!

Saturday afternoon was fun-filled with a Mainship vs. Silverton Olympics and Build Your Own Dinghy Races. A majestic Saturday evening cruise down the Connecticut River provided the perfect setting for the awards ceremony with great prize giveaways. This fantastic weekend was capped off with a bon voyage buffet breakfast prior to the owners departures for home ports. They are all looking forward to next year.

The event was sponsored by the following Mainship and Silverton Northeast dealers: William J. Petzold, Staten Island Boat Sales, Sailing Specialties, Long Island Yacht Sales and Captain J.J. O'Connell.



Luhrs Marine Group

AN EMPLOYEE OWNERSHIP COMPANY

Essex 2000



The "Pass the String" race was endured and enjoyed by contestants of all ages!



Chickens Beware! The "Egg Toss" was a great time, but the omelets were a bit thin the next morning.



Everyone got involved in the "Build-A-Boat" dinghy races. Creativity and imagination were the only limitations. Thank goodness only one length of the pool was required!



The Women at the Helm session was a true success. Here we see Dick Budka of Petzold's Marine protecting his boat with his body. Not a laughing matter, but no injuries were received by the boats, instructors or egos! Nice job ladies.



Look Out! Here comes the pitch...



This little competitor was trying to lay his own eggs!



The Welcome Clam Bake was a great way for owners and friends to get to know each other. Everyone had the same intentions; Have Fun!



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.



The big event in southern Maine in the spring is a boat show at Dimillo's, according to Chris Dimillo, second-generation owner of the Marina. "My father built it in 1979, and then added on the restaurant. Sadly, he passed away last year, so I'm running it now. I have five older brothers, but they are all actively involved in the restaurant business," he said.

Located on the eastern side of Portland, the facility has been a feature of the waterfront now for over 20 years, providing dockage, fuel and food. Chris reported it has also been the site of a serendipitous sale, too.

"We've done very well this year, and frankly I'm new to new boat sales," Chris said. He's been in the yacht brokerage business for some time, and took on the Mainship line just last year. "We've only got a 43 left," he said, and it sounded like his smile was pretty large. But one of the more interesting stories is how he got a man and his new bride out of a sailboat and into a new Mainship.

"John Grosvenor, a man in his late sixties, arrived in the marina on a 26-foot sailboat last fall. They had some problems and broke

down outside of Portland Harbor on a trip to Stuart, Florida. This was supposed to be a honeymoon, I think," Chris said.

"The couple, who were both widowed, met the year before while summering in Boothbay Harbor. They had gotten married and John had plans to take his bride south on a boat trip, but she was new to sailing." According to Chris, whatever the problems were with the sailboat, the couple had to wait for repairs and they were docked right behind a new Mainship.

"They just kept looking at it, and looking at it and finally they decided to trade the sailboat in for the Mainship, a Pilot™30. They pulled away in their Mainship, *Ruby Mae*, and headed south a few days later. Chris added that he has a couple of Mainship owners who are working on the dream to head south next year, and it's not surprising to him that about half his Mainship owners are coming off sailboats.

Chris is happy to take people on sea trials and it's easy since his Mainships are stored in the water year round. "If anyone wants to make an appointment, I'll be happy to show off the performance of this vessel," he said.



William J. Petzold, Inc. in Portland, Connecticut is truly a family business. It's their pride in ownership that has made Petzold's successful for the past 56 years.

"My grandfather started the business, and now my father Bill is the owner," said Ken Petzold who handles the sales department.

"My brother Bob runs the service department, our uncle Richard handles warranty and aunt Elaine is the bookkeeper," Ken added.

Petzold Marine was one of the sponsors of the Mainship Summer Rendezvous in Essex, Connecticut. The Rendezvous featured lots of great seminars and everyone really enjoyed themselves.

Fall in New England is a busy time for marinas. Gearing up for the storage season, Petzold Marine is about to activate their "new" travel lift. "The lift is new to us, but we bought it from the America's Cup group. It can handle boats that are 18 feet in beam and 70 feet long, so we'll be able to handle boats up to 55 tons now," said Ken.

This new capability will only enhance the storage service Petzold's currently offers. "Our season ends in October. We haul and store about 300 boats, half of which are inside and half are outside and shrink-wrapped. We like to service and store all the boats we sell, and we like the owners to bring their boats back to us for the winter," Ken said.

Custom work is another special service at Petzold's. Ken said they sold a Mainship this summer that went to Martha's Vineyard. "We built custom hatches for it, and we plan to do a custom radar arch this winter," he added.

The yacht sales division has been very active, with staff premiering product at the Newport Boat Show and other area shows. "We're open 7 days a week," said Ken, so any customer needs can be addressed promptly.



TOWER MARINE

On the eastern side of Lake Michigan, situated about two hours from Chicago, is Tower Marine. Located in Saugatuck, Michigan, the business has been in operation for 35 years. "We're a summer resort town which grows from 2,000 residents in the winter to about 15,000 people during the summer months," said Matt Peterson, son of the marina owner and president of Tower Marine Boat Sales.

The challenge of targeting such a fluctuating market in sales has been overcome with a creative solution. Peterson participated in "Trawler Fest" and the new "Try-A-Trawler" with a captain on board to run the Mainships 4-5 times a day for scheduled demo rides. "West Marine and Mainship were major sponsors of the event," Peterson said. "While we didn't get the kind of big draw one gets at a boat show, we got good, qualified boaters interested in buying Mainship trawlers."

Tower Marine also has its own web site at www.towermarine.com. Peterson said, "We get a good amount of traffic. People can see what we have in inventory, and we offer the feature of being able to spec out a boat online with various options." Now when a Mainship arrives at the marina, "it goes right into the water so potential buyers can have a sea trial," he added.

It is Peterson's theory that while boat shows are still a selling tool, his investment

of time and energy is better spent with the "demo days." He said he can offer the customer a chance to talk one-on-one with factory representatives from electronics, power plant and other product areas, "and they get their questions answered better than they would at a boat show."

"We are beginning to see a more educated customer walk into our dealership," Peterson said. "With the Internet, it is possible to do a lot of searching and evaluating of a product beforehand, and when they show up at our door, they are ready to touch it and feel it."

Tower Marine also offers a winter open house as a customer appreciation event. In one of the heated buildings, they offer refreshments and create a comfortable social gathering for people they have worked with. So although the Great Lakes may be frozen over in January or February, there is a lot of warmth at Tower Marine.

HIGGINS & SMYTHE Y A C H T S

A relatively new Mainship dealer, Higgins and Smythe are gearing up for their big charity event next Spring. Tony Smythe said "The plan is to motor down to Galveston from the Houston area over a three-day weekend." Currently, they intend to combine a social benefit event with the Texas Seaport Museum (which owns the tall ship *Elissa*) The plan has great potential, and he welcomes any ideas and input from Mainship owners.

Tony said he thinks there are likely to be 50-100 boats for this charity event, which will be open to the boating public, and not just trawlers. They plan to invite both power boaters and sail boaters, as well as any volunteers who want to help make this benefit event happen. For more information, call 281-334-7533.

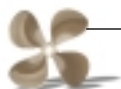


Brian Eckley says "This is boat show season for dealers," and so Freeman Eckley staffers are busy. Fall is also when they host their "Try a Trawler" event using a licensed captain. This successful event provides a way for potential buyers to experience the boat with no pressure. Two Mainship Limited Edition Expedition 430 trawlers were sold already.



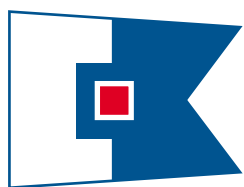
The Limited Edition Mainship 430 Expedition trawler.

Eckley also said a customer of his wrote an article about the decision-making process of buying a boat, a Mainship trawler that he bought, and that article appears in the Sept. issue of *PassageMaker* magazine.





Women Aboard's Florida chapter



*WOMEN ABOARD*TM

How many times have you said to your wife, companion, or girlfriend, "Let's go boating," only to hear the familiar, "Hmm...how about next weekend, honey?" Maybe you have heard that reply too often. Women Aboard could change all of that. This organization's purpose is to help women become more self-assured and comfortable on board. By sharing information, presenting educational seminars, and providing camaraderie and support to women in boating, Women Aboard provides the tools to help women have more confidence in their ability to be successful boaters. (See page 7 for highlights about the docking seminar for women held at the Essex Rendezvous 2000 this summer).

How does it work? The foundation on which Women Aboard is built revolves around networking. The group provides ample opportunities to connect members to one another through various forums. The

monthly newsletter is written by the members themselves, which enables women to share their hands-on experiences amongst each other. The website, www.womenaboard.com, hosts the group's Bulletin Board and entire membership directory. And there are 13 local chapters where local "Sea Sisters" meet, socialize, and learn together. For the third year in a row, Mainship Corporation sponsored the Annapolis chapter of Women Aboard in

their annual "Build A Boat Challenge". This event helps to raise money for breast cancer research. This year's theme was "Row For A Cure". The Women Aboard team recaptured the Founders Trophy which is given to the team that best exemplifies the spirit and goals of the Build-A-Boat Challenge.

To find out more about Women Aboard, go to their website or contact Maria Russell at 561-775-4688.



Women Aboard Annapolis/Build a boat challenge day!



the inside story

The Latest News From Luhrs Headquarters



Rick Breitenstein
*Director of
Research and Development*

Ever wonder how a new boat gets built? What is the series of events that lead to development of Mainship? The process starts with a mission and a set of goals that all management agrees to. The specific product line is then set out and prioritized according to need, profitability, competitive pressures and availability of resources. Sales & Marketing set the parameters and then turn it over to Engineering and Research & Development. Equipped with the latest in CAD-CAM systems and with a specialized state-of-the-art PRO-E software package, they design the product to be easily manufactured and economical to produce without sacrificing quality and strength. Mainship's Engineering chief Rick Breitenstein along with his crew now take responsibility for the project. Rick's biggest challenge comes in the building of a new prototype. These hand-built boats are painstakingly put together and continually improved all the way through the process. What may look good on paper may not work ergonomically or mechanically; the only true way of knowing is the actual building and testing. The number of changes from the prototype stage to the production boat could be as many as a hundred — a lot of work, but the final product is worth it!

Once the Engineering Department and Management have signed off on the prototype and it has been documented, it becomes the job of the Manufacturing end of the business to understand it and produce it. If it is a Pilot™ Series boat, it heads up to our new Midway, Georgia facility and Ernie D'Alto, General Manager. Ernie, a 15-year Mainship veteran, has been responsible for getting the new plant up and running. Ernie has extensive experience building Mainships, having worked both in New Jersey and Florida prior to heading to Georgia. One of the most difficult tasks in opening a new facility is training the workers. Ernie and his foreman have been patient and mentoring to the skilled labor force he has assembled. The competency level has risen very fast and the production levels along with it. "I can't say we haven't experienced some growing pains starting up but we have learned a lot in a short time. I believe the quality is better than ever," adds Ernie. The new Pilot™ Series in 30 and 34 feet have been very successful and demand is high. Midway is just finishing its first major expansion, but Ernie assures us it won't be the last!



Ernie D'Alto
*General Manager
Mainship Midway Plant*



Dana Greenwood
Director of Manufacturing

The addition of the Midway plant has given St. Augustine-based Mainship Director of Manufacturing, Dana Greenwood, some space and capacity to work with, but not for long. The consistent demand for the 390 Trawler and the sudden increase of the limited edition Expedition 430 has production again tight in the plant. Luhrs sportfishing boats are also built in the same facility and several new models quickly absorbed the space previously allocated to the Pilots. Dana's task of meeting production schedules and maintaining quality has been his major focus in the past two years. Instead of focusing on quality control at the end of the building cycle, Dana has his people looking at every step in the process to help eliminate the opportunity for errors. This includes inspection of parts upon arrival, the lamination schedules, millwork and every station along the assembly line. "In trying to eliminate the causes of the problems, we can focus more clearly on building the product correctly with less rework," said Dana. From the bilges on up, the system has been working according to the Customer Satisfaction Surveys we have been receiving. "We look for any problems and solve them before they get to the consumer and the CSS reports have been confirming our success," adds Dana. Obviously, the quality control process lies with every employee and Mainship empowers all of them as employee-owners to do their best. It's in their own interest, and it's in yours, too.





C U M M I N S W I N T E R

COLD WEATHER OPERATING OPTIONS

For those of us that just can't get off the water, even in winter, we have a few operational tips to keep your engine in top operating form. You should still follow the engine manufacturers recommendations at all times.

COOLANT (BLOCK) HEATERS

Coolant heaters are used to keep the overall temperature of the engine warmer, which will help starting in cold weather. Coolant heaters are installed in the cooling system in the engine block. They operate on AC current and may be used for an extended period of time while the vessel is at the dock and the engines are not running. Coolant heaters may also reduce the amount of white smoke at start up.

INTAKE AIR HEATERS

Intake air heaters serve two purposes. In any weather, they help the amount of white smoke at start up. In colder weather they heat up the intake to air in starting.

STARTING PROCEDURE FOR HEATERS

Turn the key switch to on or run position. Wait approximately 20 seconds or until the indicator light goes out. Start engine. Run engine at idle speed for several minutes or until engine reaches operation temperature. If engine does not start within 10 seconds, turn key to off and repeat the starting procedure with an air heater.

Note: Some engines are equipped with alternators that are speed sensitive and require the engine to reach speeds of approximately 1200 RPMs to activate the charging system. One example of this type of Alternator is the Delco 21 SI. Once activated, the engine can be brought back down to idle speed and the alternator will still charge.

On Cummins B series engines, operations below 450 RPMs or above 950 RPMs will cause the heater to shut off. The heater will automatically cycle on an off for approximately twenty minutes as long as the engine is operating within the RPM range stated above. The air heater will operate properly on C series engines between 350 – 1200 RPM's.

Heater operation will be noticeable with the voltmeter – when the heater is activated, it will draw voltage and the meter will drop.

Other factors that will affect air heater operation are low voltage and intake air temperature. If the system drops below 10 volts the air intake heater will not work. Once the engine warms up and the intake air reaches approximately 95 degrees or higher the heater will shut off.

OIL PAN HEATERS

An oil pan heater operates on AC current. It may be used for an extended period of time while the vessel is at the dock and the engine is not running. An oil pan heater keeps the oil warm and the oil viscosity high. Warmer oil will allow the engine to crank faster making it easier to start. Just as with a coolant block heater, an oil heater will radiate heat to the rest of the engine, which also aids starting.

OIL VISCOSITY

With regards to oil viscosity, Cummins recommends the use of multi-viscosity oil (15W – 40) for all seasons of operations.





W E A T H E R H I N T S

However, if the vessel will be operated in winter conditions, Cummins recommends that the owner switch to 10W-30 multi-viscosity oil. This will also aid in helping the engine start in colder winter weather.

ENGINE COOLANT

Cummins recommends that a 50/50 mixture of fully formulated anti-freeze and good quality water be utilized in all operating climates. This prevents internal corrosion in the engine and lowers the freezing point of the coolant to minus 34 degrees Fahrenheit. The 50/50 mixture also raises the coolant boiling point to 228 degrees Fahrenheit, which adds a safety factor for operations in warmer summer waters.

WATER QUALITY

Good water quality is important for marine applications, as excessive levels of calcium and magnesium can cause scaling, and excessive levels of chlorides can cause corrosion.

CUMMINS MARINE WINTER STORAGE CHECKLIST

- Fill fuel tank with clean fuel
- Change engine oil, marine gear oil, and fuel filters
- Shut off raw water valves
- Empty raw water strainer and drain the engine raw water system
- Remove raw water impellers and store
- Reinstall raw water pump cover and plugs
- Fill raw water system with 50/50 mix of antifreeze
- Disconnect batteries and remove
- Store battery(s) in a cool and dry place fully charged





True Spirit

About a year ago, Mike and Audrey True of Yorktown, Virginia bought their first Mainship — the 390. It was purchased from Commonwealth Yachts, and they were so delighted with the boat that they decided to make the trip down the Intracoastal Waterway to St. Augustine.

While they were in the Oldest City in February of 1999 having some custom work done, they toured the factory, “But we didn’t have any plans at that time to buy another boat,” Mike said.

They arrived back home in Yorktown some weeks later, and just mentioned to their broker that having two engines was what they felt they would need to cruise to the Bahamas and to extend their range beyond that.

Audrey felt a little bit more room would be nice, but moving up to the 430 with three staterooms wasn’t ideal. “What we wanted was a 390 with two staterooms and a more spacious feeling,” she said. The broker told them Mainship was working on just that configuration, but on the 430, and asked the couple if they would be interested in taking a look at the new layout.

“We put our names on the list, and we ended up buying the first 430 with two staterooms,” said Mike. They love their new boat and christened it *True Spirit*. Mike is quick to share a story of taking a weekend trip up the York River to the Tides Inn on the Rapahannock River. “We stayed there for one day with our friends, then we took them to the Eastern Shore to Cape Charles, to show them the Bay Bridge Tunnel.” By Sunday, they returned to Yorktown. There was no stress; it was a wonderful, relaxing weekend,” said Audrey.

When the Trues are not cruising all over the Chesapeake with family and friends, they are helping the U.S. Coast Guard as members of the Auxiliary. “*True Spirit* has become a USCG platform”, Mike said.

Recently they hosted the U.S. Customs for two days in Hampton Roads. “They needed to do some side scans of foreign vessels to see if any contraband was being imported,” he added.

Audrey loves the 430 because “When we’re underway I can still cook, and the boat is set up so that Mike and I can eat together while we’re underway, too.” She paused. “To be honest, *True Spirit* seems more comfortable than my house,” she added, laughing.

Mike and Audrey are big promoters of the Mainship 430. And they have plans to continue doing that. “We’ve probably had a couple hundred people on this boat, but we’re happy to show it to people so they can see the new arrangement.” So don’t be surprised if you see *True Spirit* someplace in your neighborhood!



The Trues at the Mainship factory.



Diamond 450C

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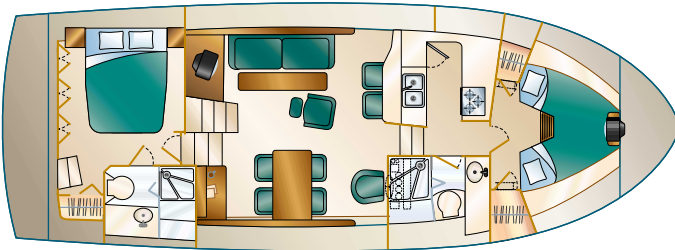


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What's New

The New 430 Trawler Two Stateroom Layout: Room to Roam

Mainship Corporation has introduced the long-awaited, two-stateroom 43-foot trawler. The new Mainship 430 two-stateroom version has the most versatile layout that a cruising couple could desire. Mainship conducted focus groups and surveys with a vast cross section of cruising boat owners to arrive at the latest configuration. By starting with a wide beam and keeping the salon open and the galley a few steps down, the useable space has really increased. The salon furniture is now modular so that the owner can configure the living space to his or her preferences and needs. This new and innovative design has truly enhanced the overall utility and comfort for a cruising couple.



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.



11/00 - 4500

The Main Event

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