

American Marine News





Editor's Note...

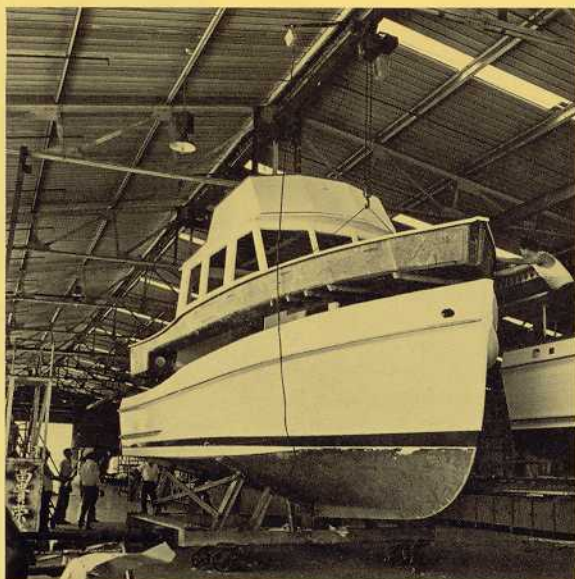
This and subsequent issues of the AMERICAN MARINE NEWS will be published at the Singapore headquarters of American Marine, Ltd.

As a result of American Marine's recent reorganization (covered in this issue), the function of Masts Marine Advertising, previous publishers of the AMERICAN MARINE NEWS, will be carried out by American Marine's marketing organization in Singapore.

We shall make every effort to publish the NEWS every three months, so be sure to send us accounts and photos of your latest cruises, new boats, plans for future voyage's together with your change in address.

Happy Cruising,

AMERICAN MARINE (S) PTE. LTD.
Singapore



American Marine News

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COVER PHOTO - The 544th Grand Banks 32 Hull is fitted with her deck and superstructure in the Singapore yard.



SEA WEST YACHT SALES

1715 Strand Way · Coronado · California · 92118
2394 Webster Street · Alameda · California · 94501

Welcome Aboard

We are delighted to announce the appointment of SEA WEST YACHT SALES as our dealer for the San Diego and the San Francisco areas of California.

A. V. "Barney" Barnhill and his brother Warren are experienced businessmen with many associations in California and together with their sales manager Cole Watson, head up a good team to give excellent sales and service coverage in these two areas.

Two of Barney's associates, Lee Morris and Darlene Hubbard, have been involved with the sales and service of American Marine boats for many years. Lee was with American Marine, Sausalito facility and Darlene sold Grand Banks and Alaskans for American Marine's previous facility at Coronado, San Diego.



SEA WEST YACHT SALES (Coronado) staff, left to right, Celeste McKeller, Carl Hathaway, Darlene Hubbard, Cole Watson, and owner A. V. (Barney) Barnhill. Barney and his associates have Grand Banks in stock at each facility and are keen to meet owners of American Marine boats in the San Diego and San Francisco areas.

AMERICAN MARINE HO

Various inaccurate reports concerning American Marine's financial problems and production ability had arisen towards the end of 1975 and to correct this situation the company organized a meeting of its boat dealers in November 1975 at the Singapore yard.

All the company's major dealers from around the world attended the meeting, we list below personnel who came to Singapore, as of course some of you know them well:

Sea West Yacht Sales (San Diego & San Francisco) - Mr. & Mrs. A. V. Barnhill, Cole's Marina (Seattle, Washington) - Mr. & Mrs. H. Cole, National Boat Sales (Victoria, B.C., Canada) - Mr. & Mrs. L. Mayhew, Ammarine-Atlantic (Chesapeake) - Mr. R. Loh, John Donnell Yachts (Miami, Florida) - Mr. & Mrs. J. Garland, C. H. K. Agencia (Caracas, Venezuela) - Mr. C. Kuntze, Taiyoshoko Marine (Tokyo, Japan) - Mr. G. Matsumoto, Intec Limited (Hong Kong), - Mr. R. Young, Solent Yachts Ltd. (Southampton, U.K.) - Mr. Alan Taylor, Nautica (Antibes, France) - Mr. J.J. Bouilliant-Linet and Mr. R. Armand, Venturi Yachts (Rome, Italy) - Mr. & Mrs. F. Venturi and Mr. M. Venturi, Kimman Nautic (Amsterdam, Holland) - Mr. J. Kimman, Peetersco (Brussels, Belgium) - Mr. J. Collin, Lars Halvorsen (Pte.) Ltd. (Sydney, Australia) - Mr. H. Halvorsen & Mr. E. Troy. Mr. Ake Westerlundh of Stockholm, Sweden and Mr. Jacobo Aspergren of Barcelona, Spain, had visited the Singapore yard shortly before the meeting. We regret that Mr. Dick Peever of London, Ontario Canada and Mr. John Gerretsen of Higgs Marine, New York, were unable to attend due to deaths within their families. Dick and John, please accept our sincere condolences.

The meeting was also attended by representatives of the company's leading investor and major bank. They both confirmed their support of the company and explained their present involvement which amounted to a recognition of the ability of the company and its management to continue to produce the highly regarded Grand Banks and other lines of diesel cruisers built to high quality standards at competitive pricing for distribution to every major international market area.

The company has consolidated its production at the Singapore yard and the original Hong Kong yard which built Grand Banks 48 foot and 50 foot and the Alaskan models, was closed in May 1975.

The reorganization of American Marine includes the resignation of all previous senior management. Robert W. Livingston, President, now heads up a small highly experienced management group. The reorganization includes the change of marketing headquarters to Singapore, and a policy of distributing through independent dealers, as opposed to company owned outlets. It is significant that as a result of decreased overhead and increased efficiency the company was able to announce at its dealer meeting considerable reductions of factory prices to its dealers, in times of economic uncertainty and price escalation. The cumulative effect of these price decreases should assure further strong penetration into the markets for the company's products. At the same time the company is producing commercial versions of the GB36 and GB42 models. A commercial version of the GB42 was on display at the meeting, and in view of the company's capability of specification flexibility with these



Teak helm wheels being assembled by skilled Singapore craftsman.

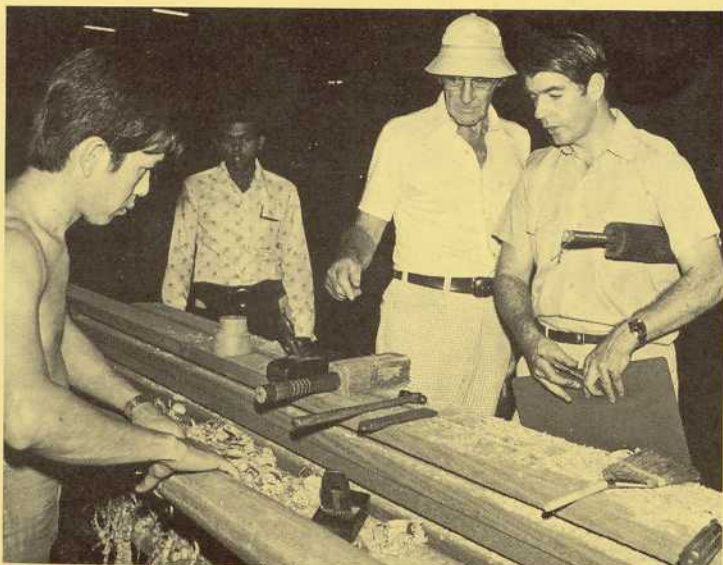


Quality hand carving of carved teak handrails.



President, Bob Livingston, addresses assembled dealers.

OLDS DEALER MEETING



Tony Fleming, General Manager, explains preparation of handrails to Logan Mayhew of Victoria B.C., Canada.



From left - Mr. Barnhill of California and Monsieur Linet of France, have features of jig construction explained by Tony Fleming.



From Left - Dick Loh (Connecticut), Barney Barnhill and Mrs. Barnhill (California), Harvey Halvorsen (Australia), Jean Jacques Bouilliant-Linet (France), and Logan Mayhew and Mrs. Mayhew (Canada).

models, it was felt that large markets are available in the work-boat and fishing boat fields.

Also on display at the meeting was the prototype of the model Grand Banks 32. This boat was designated the Series IIIA, the Series II boats being present production and the Series I versions consisting of previous Grand Banks 32's built in wood. Development is also taking place for the introduction of a further version of the GB32, the essential characteristics of which will be an enlarged cockpit/work area to provide for fishing or work boat applications. The specifications of this boat will offer husky, 'no frills' cruising, and retail pricing has been designed to open the door to Grand Banks cruising to many who have aspired to be GB owners but who have thus far been thwarted by price.

In summary, dealers left the meeting in Singapore heartened by the obvious turnaround American Marine has made in terms of increased efficiency, flexibility and management ability. The ability of a company such as American Marine, regarded as a leader in the marine industry, to survive with high quality products in times of recession is indicative of a new trend towards professionalism and efficiency throughout the marine industry worldwide.



Rex Yates (beard) explains fibreglass moulding to - from left - Alan Taylor (England), Jon Kimman (Holland), and Howard and Doris Cole (Seattle).



Tony Fleming explains details of table leg construction to - from left - Jean Jacques Bouilliant-Linet and Rene Armand of France. Logan Mayhew looks on.



National Boat Sales and Coles Marina Hold Northwest Cruise

Photos taken by Henry L. Frew



The first Pacific Northwest International Cruise sponsored by National Boat Sales of Sidney, B.C., Canada and Howard Cole, Inc., of Seattle, Wash., the weekend of June 22-23, 1974. The guest list totaled 157 aboard 21 boats from Canada and 16 boats from the U.S.

The cruise was to Bedwell Harbor, at South Pender Island, some 60 miles from Vancouver, B.C., 9 miles from National's docks at Sidney and 90 miles from Seattle. Bad weather two days before the cruise saw 40 to 50 knot winds across the south end of the Strait of Juan de Fuca and caused 13 boats to cancel.

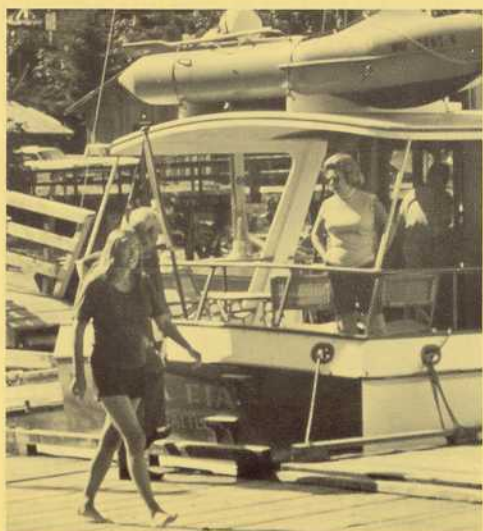
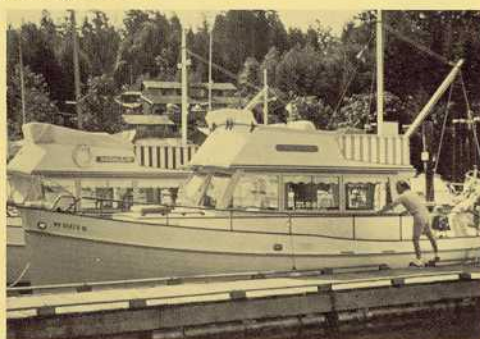
The weather during the cruise was the best of the spring, but Howard and Doris Cole reported rough seas from Port Townsend to Bedwell with the props of his Europa 42 coming out of the water on three occasions.

A full array of American Marine boats were on hand, including Grand Banks 32s, 36s, 42s, one Europa, a Laguna 11.5 metre, a Grand Banks 50, and even a Magellan 35!

North and South Pender Islands are north of the Canadian San Juan group in the south end of the Straits of Georgia. All cruise participants were at the dock by 4:30 Saturday afternoon and gathered in the lodge at 6:30 for cocktails and buffet dinner of spare ribs and chicken at the Bedwell Harbor Resort Hotel.

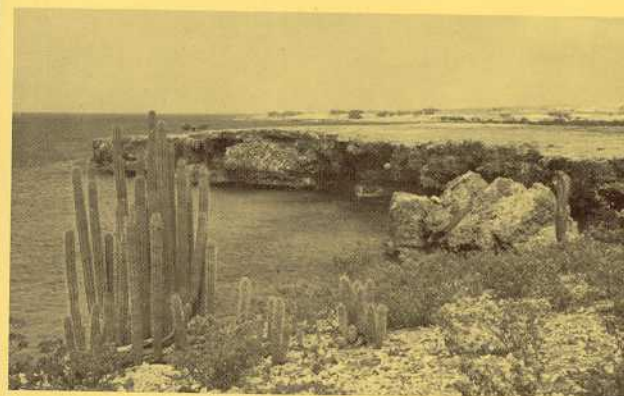
Sunday morning was spent dock-side with everyone exchanging tours of their boats planning for another similar cruise. Those returning to the Vancouver area had a good 6 to 7 hours cruise home and most of those returning to the Seattle area planned an over-night stop.

The international mix was appreciated by all and a number of good friendships have been made. Everyone is looking forward to future cruises and different locations are being considered.





Andy Pilloud Takes Us On A Caribbean Cruise



TOP LEFT PHOTO:
"MALAYA" anchored at the islands of Los Testigos

BOTTOM LEFT PHOTO:
Jean-Jacques Pilloud "Papy"

BOTTOM CENTER PHOTO:
Andy Pilloud, 20

RIGHT PHOTO:
The island of La Blanquilla

I am not a boat owner, not even a captain, but I am the son of a wise father who bought a GB32, Hull No. 337 two years ago. We live in Caracas and are members of the yacht club "Puerto Azul" near La Guaira. This is where my brother Marco and I spent the happiest weekends of our childhood. For several years we have been studying in Switzerland, but our hearts remained with the Caribbean.

When our parents wrote me that they ordered a Grand Banks 32, I was wondering what kind of a boat this could be. The arrival of the new boat was planned so, that we would be in Venezuela to pick it up in Curacao. It arrived on August 1st, 1972, and we christened it "MALAYA". Since I met her I loved her. We assembled her under the hot sun of Willemstad and cruised her via the islands of Bonaire, Aves and Los Roques to our club.

Knowing that I would spend my summer holidays with my parents in Venezuela, I was dreaming of an interesting voyage. My plans have been approved by my parents, and the 27th of July we left Puerto Azul early in the morning. On our 3 week trip, we discovered many beautiful and interesting anchor places; like Mochima, of which Americo Vesputio wrote in his diary: "I discovered the paradise on earth". On the island of Cubagua I found some small pearls. The island of Margarita was our shopping stop, as it is a duty free zone.

From Porlamar, capital of this island, to the 7 islands of Los Testigos is 56 miles. We found lonely beaches with very white fine sand, crystal clear water, and hills covered with tropical vegetation. I would like to mention the very strong current between the various islands, about 2 to 3 knots.

Another very nice place we did not know of before is the island La Blanquilla. For me especially, detesting polluted

water, it was fantastic, because in all the different places my brother and I went skin-diving, we never saw a tin, a bottle, or other garbage. This island is very low and covered with a carpet of different kinds of cactus. The many small sand beaches are separated from each other by rocky points.

We hoped to pass the last stop of our trip, on August 14th, happily on the island La Tortuga, which we know well. It turned out different. Midway of the 70 miles from La Blanquilla to La Tortuga, the sky became suddenly black and a tremendous wind hit the sea and the boat. In a hurry we took down the flying bridge sun cover, fastened everything that was loose, and raised our stabilizer sail. We did not cut the engine down, but turned the automatic pilot off. After half an hour the wind settled down and on the radio we contacted our coast guard. We were rather surprised when we were informed, that hurricane Alma, coming from Trinidad was hitting the Venezuelan coast. We had been ordered to reach, as fast as possible, La Tortuga as Alma would most probably hit again during the late afternoon. The "MALAYA" stepped up through the heavy seas without any apparent major effort. At 16.00 we safely arrived at Cayo Herradura, on the Tortuga island, and took all necessary precaution for the forecasted second passage of Alma. I made 4 drinks and we waited. Suddenly the tempest began again and the water seemed to boil. Papy checked again and again our 3 anchors and different instruments, Mamy was very quiet, I think she was praying; and my brother and I found it exciting that we finally had an adventure. We knew that we had a very strong boat and were in good hands, as both of my parents have a 13 years experience in the Caribbean and took a 1 year course given by Venezuelan Navy and passed the examination for captains of boats up to 150 tons. Around 21.00 the wind calmed down and con-

(Continued on back cover)

AMERICAN MARINE, LTD.

Yacht Builders and Marine Suppliers

Shipyard & Office: No. 26, Jalan Terusan, Jurong Town, Singapore 22

RIGHT PHOTO: One of the many views of the island LA BLANQUILLA

BOTTOM PHOTO: Marco Pilloud, 17



trary to all expectations, we spent a quiet night. Two days later we safely returned to our club.

It was amazing, how 4 people can live for 3 weeks in such a small space, like our GB32 and not get on each other's nerves. Navigating, one is fishing, the other sleeping or reading, one making music and one is watching the autopilot doing his work, or we sit together on the flying bridge, chat, discuss or sing. When we are anchored, each does what as he likes. Papy's hobby is the engine and the power plant. Both are in top shape. He nevertheless always looks for the loose screw and challenges anyone of us to find oil on the engine or dirt in his filters. Mamy takes her movie-camera and goes ashore, reads on her favorite place, the aft deck, or solves a cross word puzzle, Marco and I, fanatic skin divers, always come back with a delicious supper. All the meals we eat together on the aft deck and I would say the most exciting moment of the day, is the cocktail hour when the sun goes down.

We would like to spend many more weeks together on the biggest 32' boat I know, but we have one problem; Papy's chronic shortage of time.

(Continued from inside back cover)