

## QUEST YACHTS, I.I.C.

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Thank you for your interest in the Quest30. Enclosed is background information and history on Quest Yachts and the Quest30 concept.

Eighteen months ago Barrett Holby and I joined forces to form Quest Yachts to build, market and sell a new sailing concept. When we looked at the state of the new boat market we were both discouraged by two facts: 1) that little, if any, of today's real design technology is available in a small, quality production boat and 2) the technology that is available is more sizzle than performance. We believe it is possible to build a production boat that is:

- very fast and sea kindly,
- able to win races either crewed or short-handed,
- easily sailed by a family,
- comfortable enough to cruise.

This conclusion led us on a quest to bridge a huge void in the market caused by too many traditional boat building companies all building boats that look and sail alike. These same companies are also so busy trying to sell what they have that they have stopped listening to what the market really needs and wants. This is where Quest Yachts started. We listened! What we have heard is that today's sailors want:

- **Value-** boat owners are willing to pay for the performance and features they want. Owners are not willing to pay for a lot of flash marketing and color ads. Quest Yachts believes the same thing: we sell direct in the USA. This allows Quest Yachts and Holby Marine to build more quality into every boat.
- **Convenience-** Most of life is getting more complicated, not less. Sailing does not have to follow that trend. The Quest30 is designed to sail either short-handed or fully crewed by using proven single-handed technology, including movable water ballast. We have also worked hard to keep high maintenance features, like varnished trim and elaborate joiner work, to a minimum on the Quest30.
- **Performance-** There is no reason to go slow. If you are cruising or racing, getting the most performance from your boat is part of the mysterious addiction of sailing. The Quest30 design was not driven by a design rule but rather by the philosophy that, if the boat is fast, it will be fun and rewarding to sail... and fast boats win races.
- **Control-** No one wants to sail a boat with the feeling that the next puff of wind or set of wave might cause the boat to spin out of control. There is a real feeling of confidence when you have complete directional control. The Quest30 combines performance and control by using easily driven hull shapes, modern short-handed sail control technology, and double rudders (which are canted outboard 12 degrees so they are vertical when the boat is heeled over) to assure the best possible directional control.

- **A new standard of quality-** Today's sailor has an evolved standard of quality that embraces both the traditional style and high tech form. The Quest30 reflects this expectation. On deck, smooth curves and ergonomic placement of deck hardware make the Quest30 a joy to sail and a boat to admire. Below, the interior is simple yet complete with fore-peak and aft bunks available, hanging lockers, working galley, enclosed head, navigation area, settee bunks and a table.

Barrett and I have been in the marine business all of our lives and we have drawn heavily on our personal and professional experiences to develop the Quest30. Barrett founded Holby Marine in 1980 after an America's Cup Campaign with "Courageous" and has been building custom and semi-custom boats ever since. The sailing business is also in my blood. Among my first childhood memories are cold spring walks through boat yards with my grandfather, Drake Sparkman, the founder of Sparkman & Stephens. I too sailed in the America's Cup in 1980 as part of the winning Freedom/Enterprise team. More recently, I spent nine years with Bainbridge/Aquabatten, Inc. in several key positions, most notably as the Director of Research and Development.

Enclosed is technical information on the Quest30 including:

- A new Color Brochure
- A performance package which includes:
  - A set of Polar diagrams which represent the Velocity Performance Predictions (VPP) in a visual format.
  - The latest sail plan, interior lay out and deck plan.
- Independent design reviews by Yachting and Robert Perry.
- The Quest30 Spec. Sheet with USA suggested Retail Pricing. (Please note, we are offering three special sales packages which include: a First in Area Program, a Fleet Program and a Key area Program, be sure to ask about these introductory offerings.)

I hope that you will have an opportunity to see and sail the Quest30 in the near future. The sooner you sail the Quest30, the sooner you will understand the advantages of this great new design. Please call to arrange a test sail or to ask any further questions: My office number is (203) 434-3481 or try me at home in the evening (203) 434-3475.

Fast sailing is Fun,

John C. Sparkman Jr.  
President, Quest Yachts, I.I.c