

The Seafarer Fleet

Seafarer Fiberglass Yachts, Inc., 760 Park Avenue, Huntington, L.I. N.Y. 11743

October 15, 1974

Dear Sailboat Dealer,

If you sell sailboats, you can make more money with Seafarer!

Seafarer now has the largest and newest cruising/racing sailboat product line in the industry and a modern plant with enlarged capacity to meet demand. But we do not yet have local representation in all market areas to provide nationwide coverage, and, therefore, we are writing to you. Qualification means your opportunity to participate in the unique, high-profit Seafarer Direct Factory Area Representative marketing plan.

Here's how it works:

- (1) You are the exclusive Seafarer outlet in your market area. You have a protected territory. This means you do not have to discount to meet competition... or waste marketing effort on people who can buy the same brand elsewhere.
- (2) You have a complete line of boats to sell... exactly the right boat for every prospect - even kits for budget buyers... and you are all set to move your customers up the line next year, and up, and up.
- (3) You do not have to meet fixed minimum order or stock boat requirements. We listen to your marketing ideas. We cooperate with you.
- (4) You get factory sales help. We include your name, address and phone number in every Seafarer national advertisement. We send you referrals, we help pay boat show expenses, we co-op on promotions.
- (5) You have a top-quality product to sell. Famous-name designers, exciting sailing performance, innovative features and styling, solid, seaworthy construction... at competitive prices. Very little goes wrong but, when it does, our warranty program works.

We expect you to promote the Seafarer name, generate orders and handle customer relations in your area in such a way as to build long term good-will and business growth. We commit to you and we expect you to commit to us. We work together in partnership.

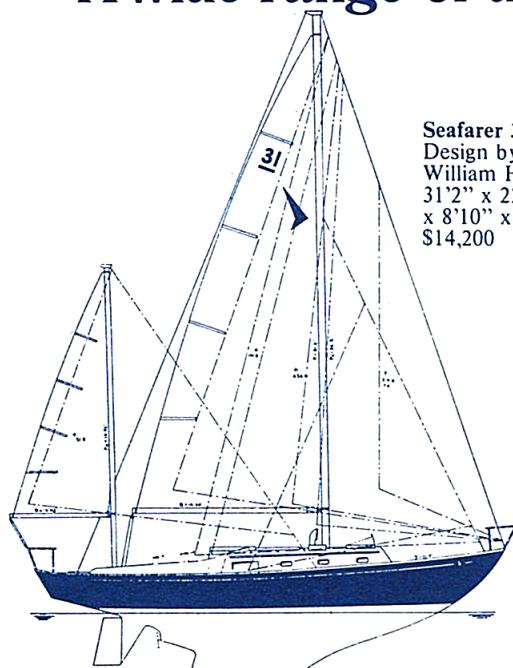
If you are interested in more details, and you should be, write or phone me without delay. I look forward to hearing from you.

Sincerely,


Brian B. Acworth
President

The Seafarer Fleet...

A wide range of designs by famous naval architects



Seafarer 31-I
Design by
William H. Tripp
31'2" x 22'4"
x 8'10" x 4'7"
\$14,200

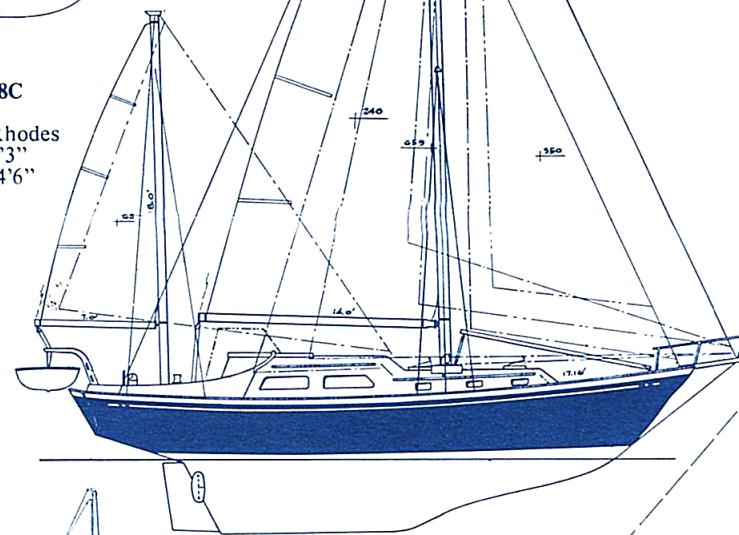


Seafarer 22SD
Design by
McCurdy & Rhodes
21'8" x 18'4"
x 7'5" x 2'1"
\$4,050



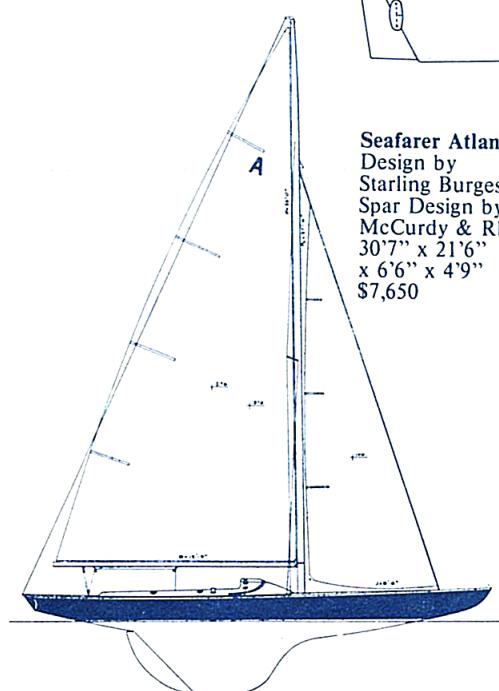
Seafarer 22K
Design by
McCurdy & Rhodes
21'8" x 18'4"
x 7'5" x 2'10"
\$3,950

Seafarer 38C
Design by
Philip L. Rhodes
37'9" x 26'3"
x 10'6" x 4'6"
\$30,900

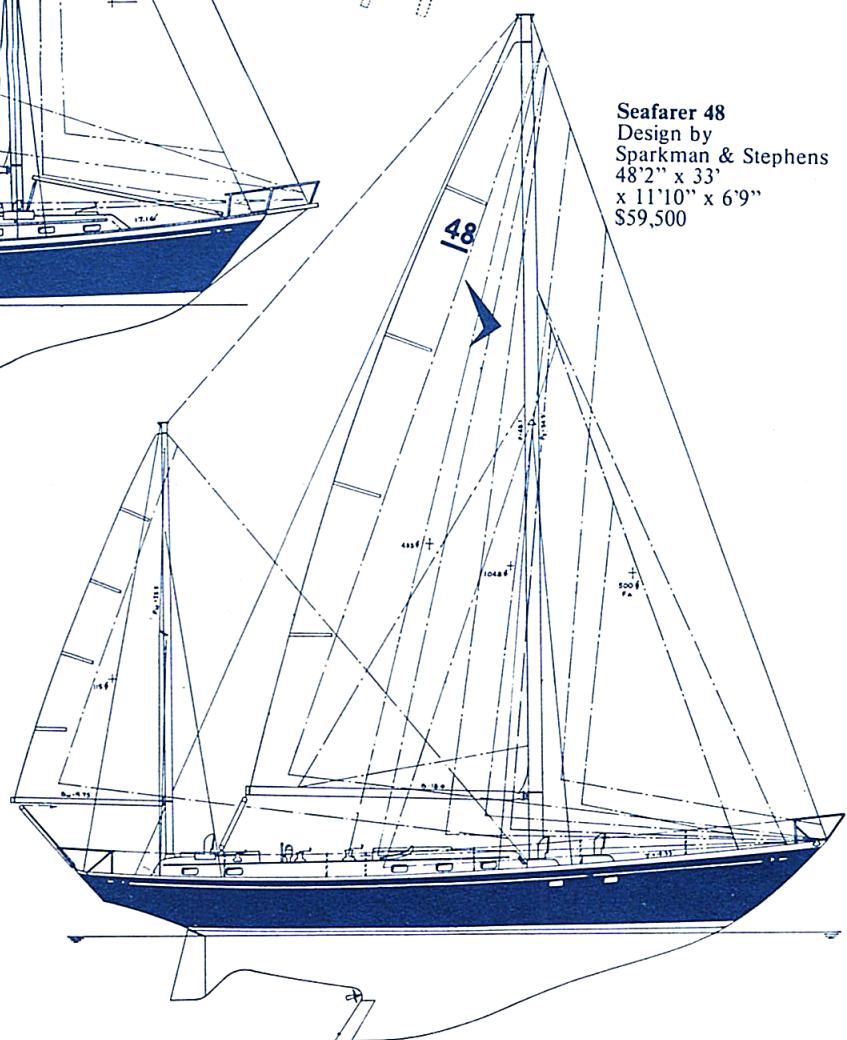


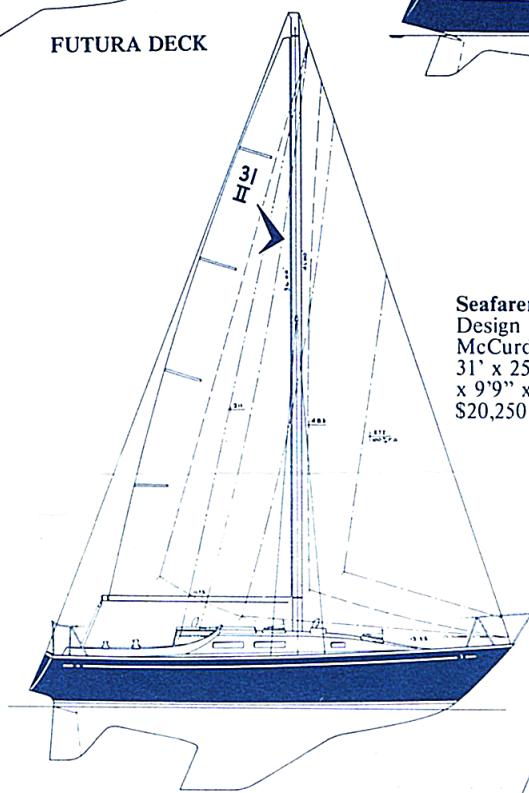
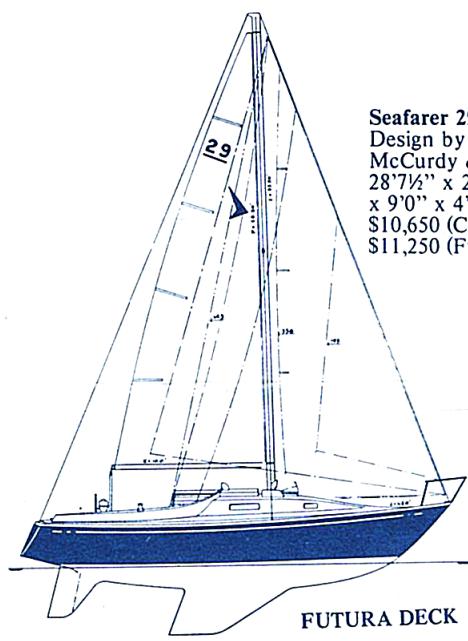
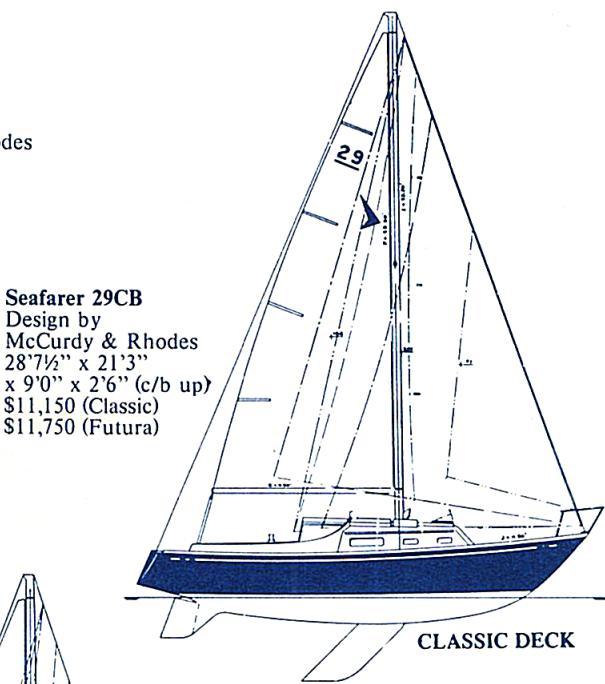
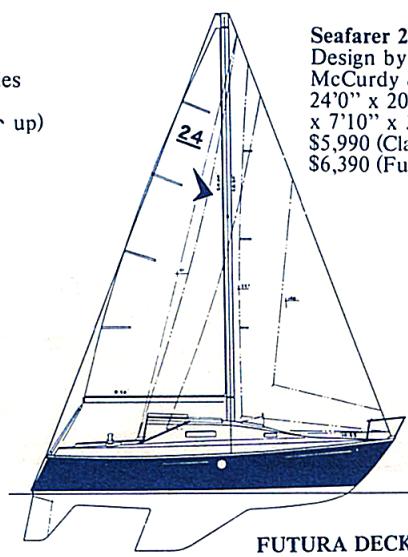
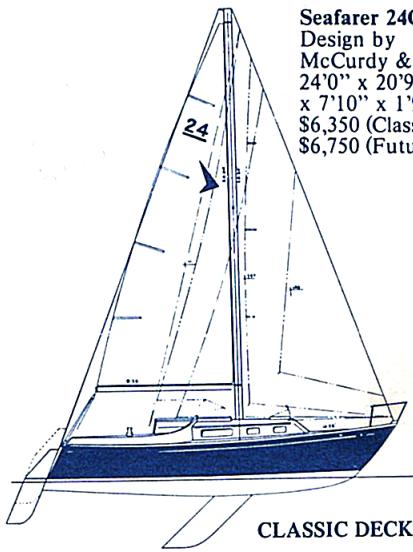
Seafarer Dinghy
Design by
Philip L. Rhodes
7'1" x 4'
\$395 (Rowing)
\$595 (Sailing)

Seafarer 48
Design by
Sparkman & Stephens
48'2" x 33'
x 11'10" x 6'9"
\$59,500

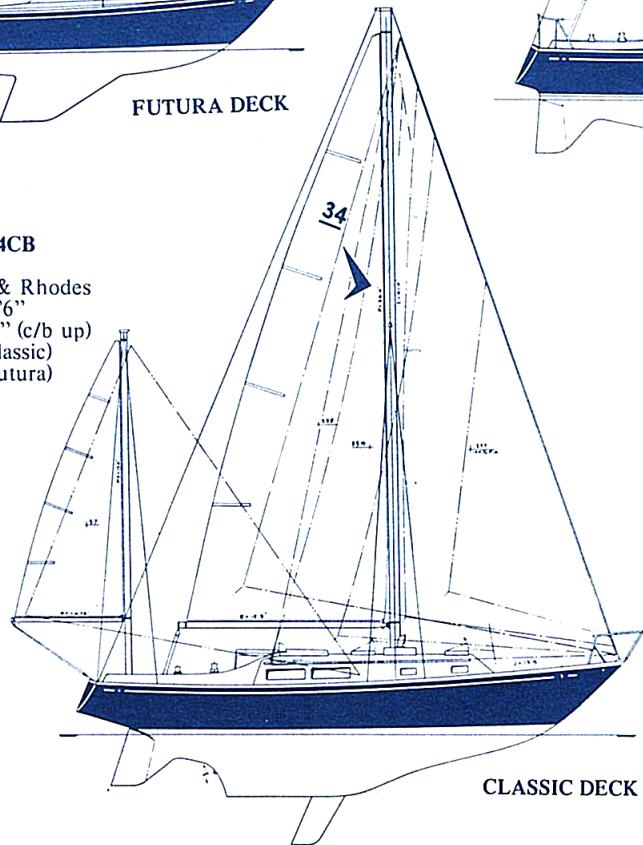


Seafarer Atlantic
Design by
Starling Burgess,
Spar Design by
McCurdy & Rhodes
30'7" x 21'6"
x 6'6" x 4'9"
\$7,650





Seafarer 34CB
Design by
McCurdy & Rhodes
33'9" x 25'6"
x 10' x 3'9" (c/b up)
\$23,800 (Classic)
\$24,400 (Futura)



Note: Specific dimensions, detailed specifications, optional rig, deck and cabin plans are all in the Seafarer Fact Sheet brochure for each Seafarer design, available on request.

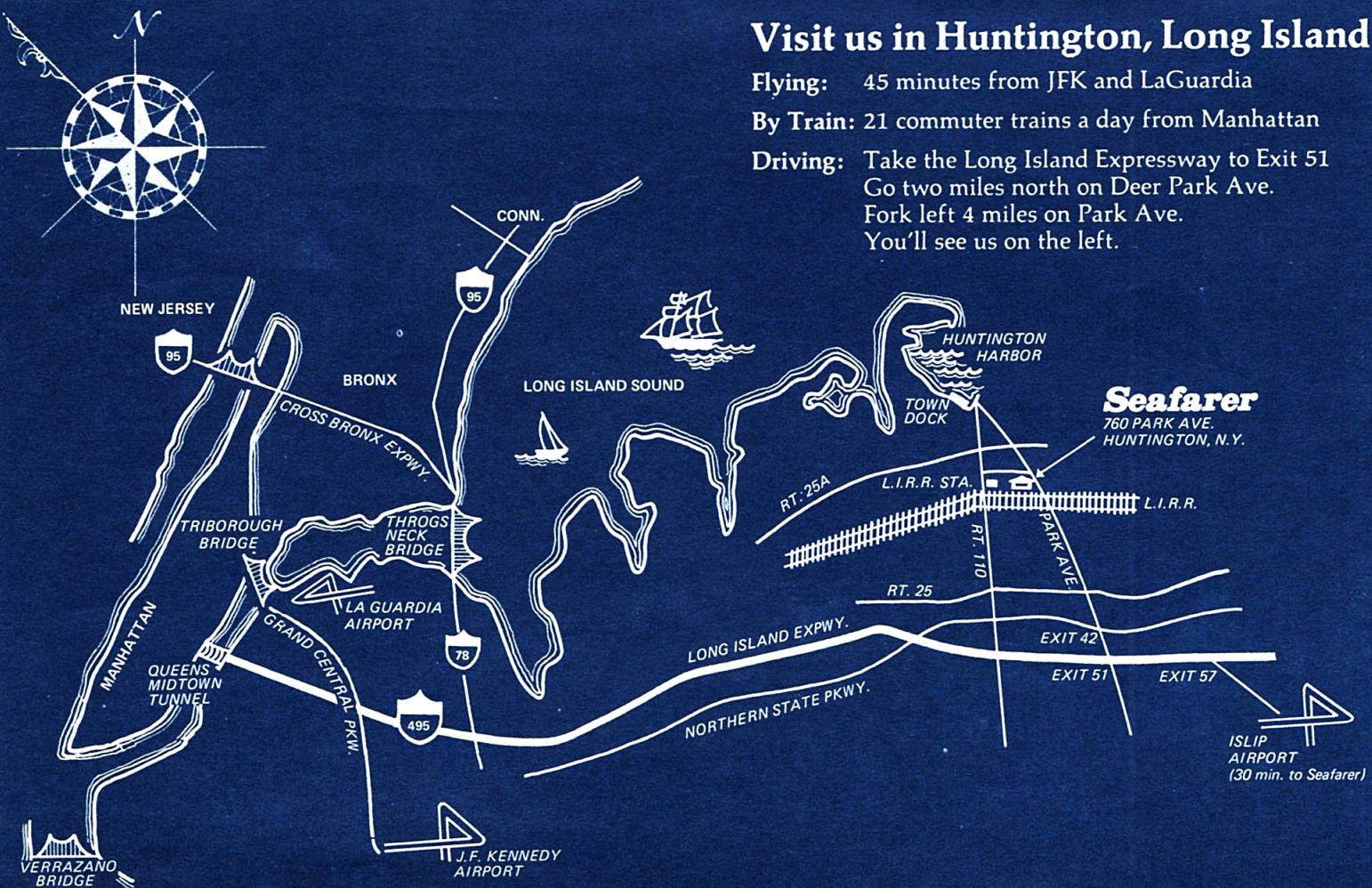
Seafarer

Seafarer Fiberglass Yachts, Inc. 772 Park Ave.
Huntington, L. I., New York 11743



ADDRESS CORRECTION REQUESTED

A Whole New, More Profitable Way to Sell Boats . . . from Seafarer.



Visit us in Huntington, Long Island

Flying: 45 minutes from JFK and LaGuardia

By Train: 21 commuter trains a day from Manhattan

Driving: Take the Long Island Expressway to Exit 51
Go two miles north on Deer Park Ave.
Fork left 4 miles on Park Ave.
You'll see us on the left.

Seafarer

760 PARK AVE.
HUNTINGTON, N.Y.

ISLIP
AIRPORT
(30 min. to Seafarer)