



Norm Demain
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Newsletter #27
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Dear TOG Family,

Sure hope that all of you are able to do your share of sailing and cruising this summer. I would love to hear from you about your activities, experiences, boat modifications, etc. Without your input we would not have a newsletter. In this letter you will find several owners (and Bob Perry) have taken considerable time and effort to pass on to us their experiences and advice. Their efforts are very much appreciated.

BOAT/US MEMBERSHIP RENEWED

A number of TOG members wrote asking that our association with BOAT/US be renewed. The "Group Accord" application has now been submitted and unless you are advised otherwise, you may assume it will be approved. This entitles TOG members to a 50 percent discount on the annual BOAT/US fee of \$17 (\$8.50).

BOB PERRY RESPONDS TO OUR NEWSLETTER

Dear Norm:

This letter has been in the works for a long time. I am sitting down to finish it now because of several statements that I have read in TOG newsletters. I would like to talk to you about the responsibility I feel towards Tayana 37 owners, dealers that sell the boat, the yard Ta Yang, and finally myself as the designer. As you can imagine the interrelationship of all those involved can and does get complicated at times and often becomes the source of friction.

I'd like to start by outlining how this design came about. I was but a wippersnapper with one design under my belt, the CT 54. Will Eickholt, the original "Flying Dutchman", approached me and asked if I could design a Colin Archer type of cruising yacht. Of course I could. I had little else to do in those days. This design was contracted to be a "bare bones" set of plans with no structural or detailing to be done by me, but left to the yard. There were also no royalties involved, just a straight one time fee. Back in those days I had little faith that the boat would even get built.

The design went off to Taiwan and before long the tooling was being built by a branch of the Ta Chaio yard. The Ta Yang yard was very new at that time, and to add credibility to the effort Ta Chaio lent their name to their partners effort and the boat was produced as the CT 37 built by Ta Yang. I don't know the intricacies of this partnership but I am sure that it was not all smooth. Before long CT37s were rolling down the street with increasing frequency and Ta Yang had established themselves as a builder of quality yachts. They no longer needed the CT label. Meanwhile I had called Will Eickholt and asked if he knew when I was going to start getting royalties. He answered that the contract was for a straight fee, a detail that I had conveniently forgotten. I was bitter. I was broke and they were selling boats and I was broke and I was bitter. But life goes on and Will assured me that he would do what he could to try and get the yard to agree to a royalty. Sure, sure, with a signed contract they are going to agree to give me royalties.

As production of the Tayana 37 increased it became increasingly obvious that there were problems occurring that could have been avoided if the yard had bought a full set of drawings. Things like the hull to deck joint and the location of tanks were two of the major areas that needed attention. Will set up a meeting with me and Y.P. Chen, then director of the yard, and it was decided that in return for a royalty of \$200 per boat I would

furnish a full set of drawings. This seemed fair and we shook on it. Y.P. then announced that this meant that retroactively they owed me \$6,000 in back royalties. I had no idea that they were willing to pay back royalties. I said that in light of the problems that they had experienced to date I was willing to settle for half of the back royalties. Y.P. produced a cashiers check for \$5,000 and I wrote him a check for \$2,000 and we both left that meeting very happy. I had \$3,000 that I did not expect an hour earlier and he went home with \$2,000 he expected to leave. I have always used this story to illustrate how the Chinese use a different approach to business than the average "big nose" (western) businessman. A typical American client would have said, "Now you'll know better the next time". Y.P. earned my respect. I might add that a standard design royalty is 1 percent of the selling price of the yacht.

The first Tayana I had the opportunity to sail was Bob Berg's (you know him as Baba) ketch, hull number one. It was a delight, perfect balance and very fast. The next Tayana I sailed was Jim Heg's cutter and right away I knew the boat had too much weather helm. Here it gets tricky. I know of very few people who are as demanding and critical of yacht performance as I am. I want the boat to be perfect, not just adequate or fine but perfect. The helm is the thermometer of the boat's health and it should be perfect. The Tayana had too much helm. I gulped and made some mental notes and tried to enjoy the rest of the sail. The other fact that came to light that day was that the sails that came as standard on the boat were very bad. They were flat where they needed shape and baggy where they wanted to be flat. Despite the poor quality sails and the heavy helm, the boat showed good light air speed and could sail circles around similar styled vessels. All in all I was happy.

Visiting San Francisco on business I stopped into the Windships dealership for the Tayanas and met Hugh Jones. We chatted for a while then I brought up the subject of the Tayana's weather helm with the idea that it must have made selling the boats in breezy S.F. tough. Hugh replied, "What helm?" He had taken the initiative to retune the 37 with the mast plumb in the boat instead of raked as designed and had eliminated the helm problem. Now with over 30 37's sailing in S.F. Bay he is still happy with the helm balance and a wee bit skeptical of my having moved the mast. He is in fact ordering his own new 37 with the mast in the new location.

If the boat balances well with the mast plumb, why not move the mast forward and step it raked? It is almost always easy to induce some weather helm in a boat that is neutral helmed but not always easy or possible to get rid of weather helm. I do not profess to know how to sell a yacht but after designing 120 different sailing boats I have a lot of confidence in my ability to design and control helm feel. Moving the spar was not an exercise in ego domination or whimsical change but my honest effort to make a good boat even better. There is no loss in sail area. We have specified that the working sails remain the same, the jibs just have more LP as a percentage function of the new "J" measurement. "I", "E", and "P" are still the same. There should be no loss of sail area at all based upon working sail area. I am very grateful to Ta Yang for giving me the chance to improve the 37.

I am not shy and I don't hesitate to speak my mind. When perspective buyers call and ask me about comparing the 37 with some of my newer designs I have been honest and admitted that I prefer some of my newer efforts. Ideally, from the dealer's viewpoint, I should say nothing derogative about their product, the 37. But in the pursuit of a continuum of design progression I have improved my designs over the years. I do not always say

the "right thing" and this causes hard feelings between me and some of the dealers. I am not a salesman but I try my best to be consistent and honest so that I will never have to apologize. If I said something insensitive or damaging to the sales effort at least it was the truth.

On the other hand there are some dealers who have worked closely with me over the years and often times I have been instrumental in consummating a sale or two. These dealers understand where my responsibility to myself as a designer comes into play. Our mutual respect precludes me telling them how to sell and of course it precludes their telling me how to design.

My responsibility to you as owners is ongoing and is not a function of royalties paid or owed. It gives me great pride that you have chosen my design and that you enjoy it. We share that pride in each and every Tayana 37. Beyond pride I have my own selfish reasons for maintaining an interest in your boat. My future depends upon your attitude towards your 37.

While I would like to get more involved with the production problems of the 37, it just is not practical. The yard makes changes as required and seldom consults me. Logistically it is awkward. There are also times when I see an area that needs attention but the yard is reluctant to address the problem. In some cases dealers have interfered. This gets very sensitive and I have learned to back off. During the building of my very first design (a ferro cement boat that predates the CT54) the owner and I had words over design changes done without my knowledge. In a terse letter addressed to Mr. Perry the client pointed out that it was his boat. I have done my best to develop a thick skin.

Thanks for this opportunity to express my views. The TOG is an excellent vehicle for the improvement of the breed and I congratulate all of you for your contributions. You make me proud.

DEALER NEWS AND VIEWS

1. Bluewater International Yachts (Paul Skilowitz), New Rochelle, N.Y. is the most recent Ta Yang appointed Tayana dealer.
2. From Mike English, who sells Tayanas in Annapolis, Maryland, comes these words about new regulations affecting boat importing.

The new coast guard regulations now require that all importers be bonded and registered with the Federal Government, and that the HIN numbers (on the transom) use this importer's numbers. In the future, all boats going to Mike English, for instance, will have his numbers marked ENI as the first three digits of the 12 digit number instead of them starting out with TYA as before. This is part of a move for consumer protection so that that importer of the boat is directly responsible to the buyer for warranty. It means legally that each importer of a boat is directly responsible and considered a "manufacturer" of the boat and therefore the buck stops there, and not with some foreign manufacturer. Not too many importers realize this yet, and so far they have been letting the boats come through with some special paperwork. When I asked the Coast Guard legal dept. what will happen if a boat comes in with the wrong paperwork, or if a customer buys one directly from any foreign manufacturer in the future they said that they didn't know yet how they would handle it and didn't know when they were planning a crack down and enforcement of these regulations (which are now in force). Sounded pretty risky, knowing how things can happen at some of the docks, so I decided to comply, but it is interesting that the other importers that I talked to didn't seem to know much about any new regulations. This can be confirmed by Commander Steven L. Phillips at 804 398-6202 I would advise that anyone planning on importing yachts had better do some more homework very soon, and that anyone planning on buying a boat from an importer had better keep a close watch on this, and the dealer had better be able to answer how he plans on dealing with this. Remember also, that if the dealer says that L.C.'s (letters of credit) are no longer necessary, or that you do the letter of credit, then you, the customer, will wind up actually being the importer of record - with all the new headaches, and registration and also the distinct possibility that the boat may sit on the dock for a long, long time.

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3. In the last newsletter Chris and Lee Rosenberg described their very bad experience in purchasing "FUGITIVE II" from Omni Yachts, Florida. Jim and Hazel Brumfield had an equally poor time of it with Omni while obtaining "DREAMWEAVER". Since Omni went out of business in late 1993 there is no point in further flogging a dead horse. In both cases, however, the owners did some checking into Omni's past customers and got a good report. This was also the case a few years back with a Tayana dealer in the Chicago area who went bankrupt. So while checking a dealer out with previous customers is important, of equal importance is the dealer's current financial condition. To find this out may require your going to the dealer's bank with the dealer, where he obtains his Letters of Credit and discussing the matter with a bank officer. You need assurance that your deposit will be applied to your boat.

VISITS TO TA YANG

1. Fred and Gwen Gross, "FAIRBOURNE" went to Hong Kong to attend their son's wedding. "On the way home we stopped off in Taiwan. Being this close to Ta Yang suggested that we must visit their yard. After a phone call to assure that such a visit would be OK with them we booked for a fast train ride down (200 miles) and a return by air. We were met by Peter Chen whom we had met in October at the Annapolis boat show. He was very generous with his time and gave us a complete tour of the Ta Yang yard. They had hull 491 out of the mold. The boats looked great. It was interesting to see the finish work and gel coating of the joint mark on the hull where the two halves of the mold come together.

My hull has a thorough grounding of all through hull fittings, chain plates, engine and all to an external ground plate. I haven't seen ground plates on all other Tayanas but I'm sure the internal grounding is there. While going through the Tayana plant I watched a worker grinding down the rivets holding the

gudgeons. He ground them down at a fast rate so they became red hot and then hammered them down. Even more interesting was that I could see the grounding straps that connected the gudgeons to the stern prop bearing and the strap connecting the pintels. I don't know if all boat makers do this but in my mind it is the mark of careful construction. If other Tayana owners don't know of this they might like to be so informed. This work is normally covered over later and cannot be seen readily."

2. Jack and Hermelinda Vogt visited Ta Yang while "IWA" was under construction. Jack writes, "You asked about our trip to Taiwan last May. We had a great time. We stayed in a nice inexpensive hotel, the Chung Yee in downtown Kaohsiung. Nan San Chiu picked us up every morning and took us to the yard. We would spend the then taking pictures and going over details of construction with Basil Lin, the engineer assigned to our boat."

At the end of the day after returning to our hotel and changing clothes Nan San would call to take us to dinner. We were treated like royalty and enjoyed the people and the food tremendously. We would recommend anyone considering ordering a new boat to go there - it's great.

I designed a stern pulpit (bumpkin) and they built it beautifully. It is a great place to sit under sail and where I intend to mount the windvane. All the sheets and halyards are run back to the cockpit thru turning blocks and thru sheet stoppers to winches on the coach roof.

Neil Pryde made my sails and except for some minor problems the quality is very good. I have the mast nearly vertical and have not experienced any excessive weather helm. We opted for the club on the staysail to see if we like it, so far no complaints. I had the anchor rollers mounted on the forward end of the platform but am not pleased with the way it was executed. The lead for the chain has to run between pulpit stanchions and

there is no provision to support the shank of my 45# CQR. A new design is definitely in order. (ED. NOTE - "AMEN!"). We have the Yanmar 3QM30F and have had no problems except for the add on fuel filter from the plant - it was a bastardized CAV set up that leaked like crazy. Replaced it with a Raycor 220/C and have had no further problems."

TAYANA LOVE LETTER

Jennifer Berne and Nick Nickerson tell us all what it is like to fall in love with a Tayana.

Dear Norm & everybody,

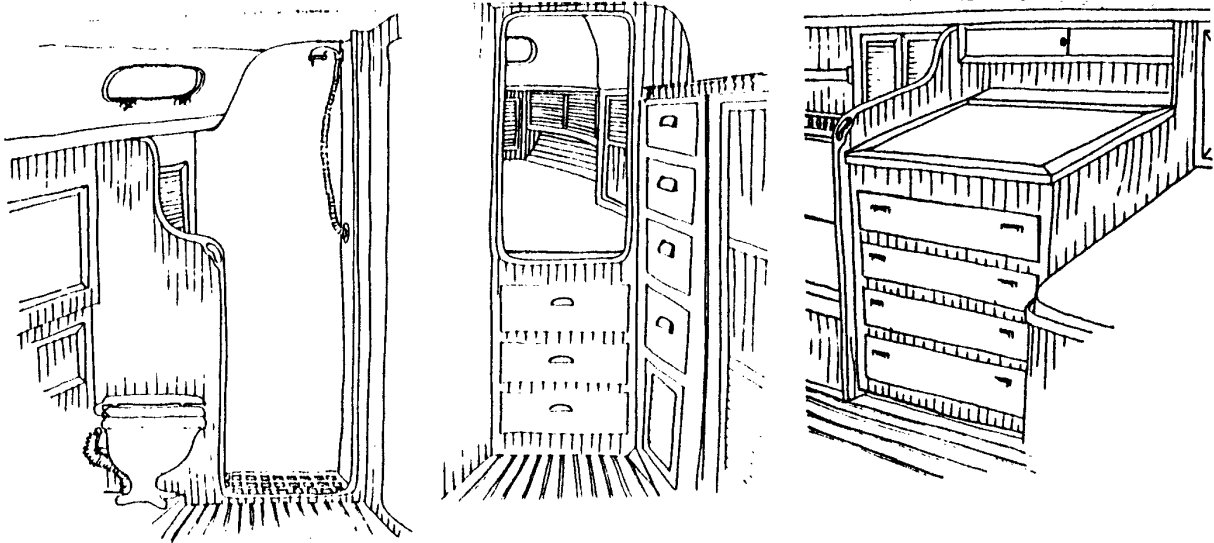
It all started one Spring night, two years ago. Having sailed across the Sound to Northport L.I., we were walking down the street and saw... could it be! ... we didn't know what it was... but this was IT! ... the boat of our dreams. We scaled adjacent buildings, climbed trees, balanced on derelict broken boatyard ladders. We came back the next morning to study it's every curve and detail. We left a note at the boatyard for the owner of the, as they said "Oh yeah, it's a... a ... whad do ya callit ... well, they had it custom made in Maine or something."

We sailed home. Poured through our old sailing magazines, files and pamphlets, and found some pictures, "This Tayana looks like it."

Then Ken Sainsbury of Pride called us, he got our note, and later even invited us on board. (Thank you Ken arid Nancy) And we were in love.

After 2 years of looking at God knows how many used Tayanas from Massachusetts to Newport to N.Y. to Florida to Texas even!... and reading every back newsletter, we knew there was only one thing to do. Design our own.

We have happily ordered hull #457 (no name yet) from Bluewater Yachts in New Rochelle (they were great to work with). Nick and I go so into it, we even made perspective drawings for Ta Yang to work with. (Good thing Nick is an art director). We've enclosed a couple little copies here.



Anyway, we want to thank every one of you who ever wrote anything into the newsletter. Because you've all helped us in getting a better basic Tayana, and a better thoughtout interior and deck plan for our Tayana. Arid Norm, we want to thank you especially.

This is starting to sound like an awards ceremony speech. So I'll stop.

It's back to the poetry books, dictionary, thesaurus and staring into space to name #457.

We really are thrilled to be joining you all.

TRIP PLANS AND EXPERIENCES

1. Fred and Gwen Gross plan this year to cruise "FAIRBOURNE" from Annapolis to the Great Lakes and Chicago. Then they will have the boat trucked to Seattle.

2. Bob and Chesley Logcher plan to cruise "CYGNET" to Nova Scotia this summer. They plan to leave July 4th for Halifax and spend four weeks working their way back to Bedford, Mass. They had a great trip last year which Bob describes. "1984 was a good year for CYGNET and it's crew. We did what we had been planning to do and the type of sailing for which we bought a Tayana. We went to Bermuda.

All in all, we thought it was a marvelous trip. We had been preparing for a long time, really since we got our Tayana in 1981. Our preparations ranged from the standard equipping to arranging for our club, Jubilee Yacht Club, to sponsor a session of Health on the Water, a very intensive 3-day medical course given by three doctors. We had been equipping the boat from the start with necessities for blue water cruising, so our new equipment needs were minimal, a 6-man life raft, -medical kits, wind scoop, lee cloths, and a third reef in the main.

Due to bad weather, personal and professional demands, and being blocked in our yard, we didn't get into the water until May 20, less than 5 weeks before departure. With crew to train and other general preparations, we were pretty hassled. But we managed to get each of our crew members out for at least one weekend prior to departure.

We provisioned the boat for four weeks, not wanting to depend on buying any staples in Bermuda. Prices there for canned goods and supplies ranged from 50 to 200% higher than home. Beer was about the only thing that was about the same price as home. With a Saturday, June 23rd departure planned, we loaded most provisions and cooled the ice boxes Thursday night.

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Crew and perishables came aboard Friday night. Crew, in addition to Chesley and I, included our daughter Erica (19) and two friends, Ron Cowen and Bob King.

We departed 0600 and day sailed to Hadley's Harbor in the Elizabeth Islands. While our departure for Bermuda was scheduled for the next morning, we delayed due to a forecast storm, which we sat out at Cuttyhunk Island. Left Cuttyhunk at 0600 on June 26, overcast with 4 to 6 foot swells. After 3 great sailing days, we had a storm with 35 knots from the South. From the storm and being hard on the wind, we ended up 80 miles east of the rhumb line and, due to crew commitments, gave up a beautiful Sunday evening sail to power 16 hours into a dying wind to get into St. George, Monday, July 2.

Celista, a Tartan 41 that had sailed with us from JYC, arrived 6 hours before us and greeted us at the Customs Dock. Had iced champagne on arrival. Ice had lasted 10 days, from Beverly, in our outboard box, with use averaging only 5 pounds per day. This was our first time in Bermuda, which we found delightful. After listening to the Queen's band from the visiting Royal Yacht Britannia, we anchored out in St. George, right behind. HONEY TOO, with Honey and Don Costa. Good to see another Tayana and, of course, compare notes.

Bermuda was marvelous. We spent 10 days there, mostly anchored in St. George. Bus travel was easy, mopeds fun, scenery interesting, and shopping OK for sweaters, St. George or Hamilton. Took the boat over to the Royal Hamilton Amateur Dingy Club for 2 days. Nice place, but had to do a Med mooring with the wind off the port quarter - what a fire drill. Ice was hard to get and very expensive. But, when we left, we really hated to go. Met lots of people coming and going from the Azores. Seemed like just a hop, skip, and jump. Felt we wanted to do it, but just too tradition or expectation bound.

12

Except for Ches and I, we had a complete crew change for the trip back. Our son Daniel (17) and daughter Suzanne (21) joined us with two other adults, Brown Pulliam and Jack Hall. Filled our tanks and left Bermuda before noon on July 12. Had a very rough sea, 4-91, for 49 hours. In this sea, Brown fell from the galley, hit the chart table and broke both a rib and the chart table. Neither was too serious. The whole trip back was very fast, 4 days 10 hours to the Buzzards Bay Light Tower and, after a calm, moon-lit sail, wing-on-wing down Buzzards Bay, only 5 days 5 hours and 10 minutes to Beverly, Mass. The boat behaved beautifully during the whole trip except for one small problem. During the gale on the way down, the boat seemed to be pounding. When we hit a wave in a short sea, the boat seemed to pound. The whole rig shook. As a result, we tried to slow down the boat and almost lie ahull. Later, we found out what was causing the pounding. The bow cut the water beautifully, but when the water came up around the hull, it hit the underside of the rubrail. This 2" wide flat surface, carried up to the pulpit, had to deflect the bow wave. Scary at the time, but now that we know, we will just fair the entry better.

We were amazed how dry the boat was during the entire trip. While the Tartan took green water into the cockpit twice, we were dry. Below decks, we only had one small drip around the coach roof-to-deck joint on the starboard side just aft of the main cabin bulkhead. Used our Autohelm 3000 a fair amount of the trip, both ways, with good results. It did tend to slip with moderate helm and broke two belts. Have just ordered a 6000, with a 3000 for sale."

3. Of their recent trip, Joe and Georgette Tosta write. "Let me tell you it was some trip - two hurricanes and seven groundings and one month later we made it from N.H. to Fla. MI AMORE held up as well as our marriage. which was dam good

considering the boat is only 3 years old and our marriage is 1 1/2. Although if Georgette could walk on water she may have gotten off a few times. Well we are over all of that now and are enjoying **Florida very much**. We are planning to go over to the Bahamas in June or July (hope for fair winds and lots of water under our heel). We know Ron and Sue on NEXUS have been over there for a year with no problems. We will keep a close watch."

4. Gary and Barbara Coit have cruised Europe and the Med extensively, and have been very generous in reporting their experiences to TOG. This last report comes from Alicante, Spain. "We arrived here after an extensive trip last summer. Starting in Paris on 4 June, we went thru the waterways (Marne, Saone and Rhone rivers and connecting canals) to the Med, along the south coast of France to Villefranche (near Nice), then to the island of Elba and on around Italy (a hasty trip) to Brindisi on the back of the heel of the Italian boot, across to Yugoslavia and up the Dalmatian coast, across to Venice for 8 days, back down the Yugoslav coast, back around southern Italy to Sicily, Sardinia, the Balearic Islands and then here, arriving Thanks giving day. It was a great touring trip, but the sailing in the Med is not so hot. As the cliché goes (it started with Homer), the wind is either too strong or non-existent or on the nose. We motored about 75% of the time in the Med, as does almost everyone.

Only new problem with the boat was that I had to replace the aft oil seal on the Borg Warner transmission. It was old and hard and oil was coming past it in a fine mist. There were two difficulties in the job the prop shaft had to be moved back far enough to give clearance for a wrench to fit over the nut on the transmission. I had barely enough room. In extremis one could take the prop off while still in the water and this would permit moving the shaft more (all the way out if necessary!).

Also, the nut on the transmission is 1 11/16" and I didn't have a socket that size. I got a mechanic who found a metric wrench that was close enough. Now the transmission oil seems to be leaking thru the forward oil seal, which means dismounting the engine in order to get at it. So for the moment I'm just adding more oil. Morals: when far afield carry spare seals and a 1 **11116** socket.

There was another Tayana 37 here when we arrived: Gordon and Pat Ridout on ALPHORA, though Pat unfortunately was back in Vancouver undergoing a fairly serious operation and Gordon was here securing the boat so he could return to Canada. We heard from them recently and they have high hopes of being back and sailing the Med this year. A few days ago another Tayana arrived: DREAMER from Houston, Texas with Dave and Sherri. They crossed over last summer, will cruise the Med as much as possible this summer and then cross the Atlantic again next fall-winter. One day some people stopped to say they also have a Tayana 37 at a marina about 40 miles up the coast. Their names were Tony and Llona, British, and their boat is BAUCIS. They bought it from a German and it has a teak-covered cabin trunk. We hope to haul out in the next couple of weeks and then head off to Greece and Turkey for the summer. Next fall we'll return to Spain to re-stock and prepare for crossing the Atlantic next winter. It'll be a busy year.

5. Any and Maggie Nelson bought JOREE in October 1983. They write, "Since then we've cruised down the Texas coast meeting first the Umfleets - still living aboard in Rockport. Then onto the East coast of Mexico where we stopped in Veracruz and were joined by the Galveston-Veracruz Race including Gary on Windsong. It was incidently won by the 52' Tayana "SOCKER". After leaving Veracruz we headed across the Bay of Campeche to the town of Campeche. Due to shallow water and a northerly evening swell we ended up in a shrimp boat harbor where we

experienced Mexican hospitality at it's best. We then headed up the coast around the Yucatan Peninsula to Progress and put into the harbor of Yucalpeten. We truly got into the Mexican way of life here, but found we spoke less Spanish with our new friends Billy from Texas and Mel and Petusa from Merida. Mel is originally from California and has been building a boat for the last 7 years and was glad of the bits n' pieces we gave him. El Ojo del Caballo (Eye of the horse) is almost finished.

We finally left them and headed along the remote coast to round the headland and anchor in crystal clear water, where we found paradise a remote island - Contoy, study center for the bird reserve. Here we enjoyed the company of Ruth and La Tigra aboard "MISTY" a big tri. Finally dwindling supplies forced us back to civilization and on to Isla Mujeres off Cancun, the East Coast tourist trap. We met more yachties and here faced up to the fact that we had to return to the U.S. to add to our equipment list. Having to rely on others for weather forecasts was inconvenient and the local issue not good enough! As August approached and the threat of nasty weather increased we headed back to Texas first dropping off in Yucalpeten to see "our family". We took 8 slow days to make the 700 mile journey, even a small tropical depression and favorable current didn't help.

Back in the Houston area Andy has gone to work as Yard Superintendent at Precision Marine, a complete boat service yard with high standards.

We're hoping to leave again next fall and head for the Bahamas to start a clockwise cruise of the Caribbean."

6. Bob and Nancy McIntosh plan to take "VOYAGER" to the Caribbean in the fall of this year and stay at least 6 months. From there, they say, "who knows".

MISCELLANEOUS

1. Tom Greene, who has contributed to this newsletter, expects to order his Tayana in the near future. Meanwhile he and his wife would like very much to crew on a Tayana on an offshore passage. They are particularly interested in going to Bermuda or the Virgin Islands. Contact Tom at (P03)271-0934, P.O. Box 10913, Greenville, S.C. 29603.

2. Phil Dollin has been a TOG member since 1981. Phil has " just sold "EOS" and writes, despite the saying, the day of sale was not one of the two happiest days of my life, but the work and responsibility began to outweigh the pleasure". Phil still wants to remain a TOG member.

3. TOG member Jim Cool has reluctantly put "WIND GOOSE", Hull #197 up for sale. The boat is in excellent condition. Some of her features includes 200 gal fresh water in two tanks (amidships), Kenyon mast with internal halyards, 12 cu. ft. refrigeration system and 2-100 gal. s/s fuel tanks. Contact Jim at (213) 437-2126 or (619) 325-7512 or write 15921 Cottonwood Road, Whitewater, CA 92282.

4. Bob Perry told me he spoke to a Canadian Tayana owner (Malcolm ?) who added a 900 lb. shoe as external ballast. He really likes the stiffer boat.

5. Karl and Kurt Bischoff are brothers. Each now own a Tayana 37, which is a first for the TOG.

6. From Jim Hayes, "WANDERING STAR", comes two maintenance tips:
 - Clean your Perkins 4.108 heat exchanger with Easy Off oven cleaner. This was recommended by Perkins.
 - Clean the engine air filter regularly. "Wandering Star" became overheated due to a partially clogged air filter.

EDITORIAL

The following comments reflect the opinion of your editor and do not necessarily agree with the views of TOG members in general.

From time to time this newsletter has reported on members who have purchased their boats directly from Ta Yang. For those who have taken delivery in Taiwan and sailed off, the approach has been successful with considerable cost savings. Then there are others who have imported boats themselves into the U.S. (see item 2, page 6 of this letter), supposedly in areas not covered by a Ta Yang dealer. They too have saved dollars. The urge to buy at the best price is a basic human desire. As you all recognize, the quality of the Tayana has steadily improved since Hull #1. TOG has played an important role in this process. However, we have to recognize that it has been the Tayana dealers who have convinced Ta Yang to implement changes. Without dealers the number of T-37 hulls produced would be negligible, so in fact our group would likely not exist. It is thru dealers that members obtain Taiwan parts and accessories. Few new boats are delivered without some extra parts stowed aboard. Obviously for a healthy dealership organization to exist, they must sell boats and make a reasonable profit. My recommendation is that unless you plan to sail it away from the factory, that you purchase your new Tayana from an authorized dealer. Keeping in mind, of course, the financial precautions discussed in these newsletters.

Warm regards,

A handwritten signature in cursive script that reads "Norm".

Converted to digital format by Harvey J. Karten May 9, 2000