

2008

Upcoming Events:

- Maine Boat Builders Show, Mar 14-16
- Dock & Mooring Deposits for 2008, Due Mar 15
- Vessel Safety Checks, June 21
- Jazz on the Docks, Aug 2nd
- Maine Boats Home and Harbors Boat Show, Aug 8-10
- Newport International Boat Show, Sept 11-14

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What's New

Boat Yard Expansion

A special thank you to all of our customers for enduring the noise and mess generated by our extensive expansion last summer. We're all done (for now)!

Additional Inside Storage

We've added 12,000 square feet of heated inside storage for full service boats. The building is equipped with shore power outlets and ultra-bright lighting.

Service Efficiency

Greater efficiency means less wasted time and lower costs to both you and GIBY. Our new parts room gives the crew faster access to their supplies. Underground telephone and data lines have been installed to improve the flow of communication across our seven acre site. Travel time between buildings has been reduced by installing two new heads, located closer to the work areas, and a second Carpentry Shop to serve projects on the north end of the site.



New Rigging Shop



New Rigging Shop

Please take a moment to visit our new state-of-the art Rigging Shop. The new shop has: heated mast & sail storage; stations for building rigging; and a metal fabrication area. The shop is equipped with a swage machine, milling machine, cutters, welders and polishing equipment. We now stock an extensive inventory of fittings, wire and rope.

Waterfront Aesthetics

Major improvements were made to our waterfront. We buried the overhead cables, expanded the green buffer area, stabilized the bank with stone, added underground storm drains and pruned all of the trees. This will be a great place to relax in an Adirondack chair looking out over the boats this summer.

Yard Refurbishment

Boat yards, like boats, require constant investment. We replaced the fuel tanks, paved the lot, removed the house, upgraded the dock electrical systems, built new docks, replaced the shop façade, and upgraded the dock mooring system.

Beautiful Boats and Clean Water

We all enjoy clean water and a beautifully painted, finely tuned boat. These two things can conflict if not managed properly. Boat yard service operations deal with toxic substances, such as resins, acetone, thinners, oil, fuel, and bottom paint, in very close proximity to the water. The simplified goal of Maine's Clean Marina Program is to control and dispose of toxic items before they mix with our air and water.

GIBY - One of Fifteen Maine Clean Marinas

The standards to achieve the "Clean Marina" designation exceed all regulatory requirements and are verified by an annual site audit. The bar is raised higher each year and we've once again made the necessary changes to achieve certification. We're proud to be one of only 15 "Clean Marinas" in Maine. Our new storm water run off collection system is a giant step toward keeping the cove free of sediment and contaminants.



John Goodwin



Kevin Holt



The Return of a Yachting Legend

New Service Offerings

Save 10% This Summer

We need 15 crew members to execute the volume and diversity of our fall and winter refurbishment projects. The importance we place on consistency, quality control, and crew morale leads us to steer away from a large transient workforce and to make these positions year-round. This means we will have an excess of workforce available to serve you in July, August, and September.

We all cherish the precious few months the Maine summer affords us to be on the water, but this could be the most economical time for you to perform major repairs.

We are offering a 10% discount on all labor for projects 50 hours or greater during the months of July, August, and September. Please consider all of the work that can be completed on the docks: varnish, interior refinishing, electronics installations, inverters, and

some refrigeration systems.

We will work with you to be off the boat when you need it!

Wireless Internet

In response to overwhelming demand, we have added wireless internet service on the docks this summer. We have upgraded to a dedicated T1 line and we are having BEK Services of Brunswick install and configure the Cisco Equipment required to broadcast over that large area. This service will be offered for \$200 per season or about \$50 per month.

The Rigging Shop

You really need to stop in and take a look at this new shop. With the help of Bruce Schwab (round the world racer and experienced rigger) we've designed the work spaces for efficient production. We've equipped the shop with all new tooling to maintain and upgrade your rig. Word has spread, and riggers from all over the

mid-coast are stopping in to check out this shop. John and Tom can complete a host of maintenance and upgrade services including:

Maintenance Services

- Survey Rigs
- Service Winches
- Service Turnbuckles; Lube Deck and Mast Hardware
- Service Windlasses
- Wash and Wax Masts

Upgrade Projects

- Leisure Furl Installations
- Jib Furling Installations
- Electric Winch Installations
- Standing Rigging Replacements
- Lifeline Replacement
- New Deck Layouts
- Running Rigging Replacement and Upgrades

New Faces On the GIBY Crew

There have been several additions to the crew since our newsletter last year. **John Goodwin** has joined us in the rigging shop, bringing over 8 years of rigging experience. John meticulously works on the details of masts and rigging all week and sculpts decorative metal figures in his spare time.

Rob Proctor joined us as a mechanic last summer. Rob has been driving from Cundy's Harbor to other full service boat yards on the coast for over a decade. We were very happy to shorten his commute. When you call the office, you'll probably speak with **Amber Junkins**. Amber joined us last April and has taken over responsibility for a number of office management and brokerage activities. **Ethan Neiderer** sailed in on a 27' Cheoy Lee, looking for work this fall. Ethan is a skilled carpenter, with experience working on tall ships as well as in Ralph Stanley's yard. We quickly made him an offer to stay. **Steve Juenemann** worked for a local full service yard on the mid-coast before heading out to Seattle where he was involved in repair projects on 100+ foot vessels. Steve has decided to move back to Maine and will help us to keep up with the fantastic growth that we are realizing in our glass repair and Awl grip projects.

GIBY to Commission New Herreshoff Sailboat

Great Island Boat Yard has been chosen to complete the final fit out and commissioning services for the new H43 sailboat. The H43, designed by Herreshoff Designs of Bristol, RI, has some very unique design features setting it apart from other day sailors. It's exciting to be part of a project that blends the latest construction technology and building standards with some very traditional and elegant Herreshoff design elements. The H43 will be built in China and imported to Maine where we will complete, commission, and sea trial the vessels. The first boat is expected this summer.

We Don't Make Boats; We Make Boats Better

In the 1990's, Steve was responsible for a crew of field engineers installing and maintaining the GE fleet of turbines in the developing countries of Asia. Keeping the turbines running in this environment was a real challenge. The engineers in the field (including Stephanie) became experts on the weaknesses of the turbines. They developed fixes to keep the turbines on-line, and this knowledge, passed to the design teams, led to more reliable turbine designs world wide. A similar thing happens at GIBY. We maintain 200 boats designed and built by Hinckley, Morris, Lyman Morse, Pacific Seacraft, Sabre, Vindo, Island Packet and many more. We see many well designed and reliable systems. We also see designs and products that don't work. Our crew members really enjoy creating more reliable designs based on their experience of what is, and more importantly, what isn't working in the field.

Refurbishment Projects

This is a winter of BIG projects for Great Island Boat Yard. In addition to our routine refinishing & maintenance, we are working on three 1,000+ hour refurbishments and seven other projects that will each require between 250 and 600 hours to complete. We are very pleased that nearly all of our new refurbishment customers came to us from customer referrals. Thank you!

Comprehensive Services

Projects, large or small, often start with one major objective, like painting the hull, and then expand. One of the things that makes GIBY special is our ability to provide a broad range of services in one place. While we understand that we can't be all things to all boaters, we do take great pride in fulfilling most of our customer needs. The table below shows the broad range of services that have been performed on several of our large projects during 2007 and 2008.

Training & Certifications

It takes a lot of training to offer this breadth of service. The crew has been studying hard...

Mickey Polakowski has earned his NMEA (Electronics) Basic & Advanced installer certificates this year and has attended NMEA2000 training. He also holds current ABYC Diesel and Electrical Certifications.

Mark Salmons and Kevin Holt attended the IBEX conference in FL last fall to learn about the latest technologies available from our suppliers. This is the first time that GIBY has had representation at IBEX.

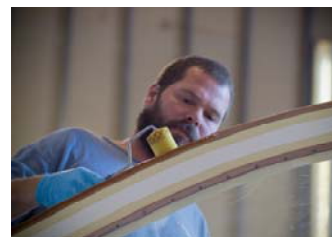
Rick Tripp & Rob Proctor attended Yanmar training for; engine maintenance, advanced engine maintenance and electronic engine controls.

Michael Hogan attended a five day AC & DC electrical course, offered by the Landing School.

John Goodwin and Tom Burrows attended a NSAI organized rigging course.



Rob Proctor aboard *Rugosa*, a 1926 Herrshoff NY40.



Mark Collar varnishing *Water Music*, an AJ28.



650HP Engine Leaving *Amy B*, a *Jarvis Newman 46*

2007 / 2008 Projects

	Sailing Vessels											
	Little Harbor	Hans Christian	Tartan	Morgan	Rhodes Reliant	Rozinante	Sabre	East Sail	Sabre	Hinckley Pilot	NY40	Island Packet
LOA	36	54	46	42	41	24	42	25	38	35	65	45
Glass & Core Repair	☒	☒	☒	☒	☒	☒	☒		☒			
Awlgrip / Painting	☒	☒	☒	☒	☒	☒	☒	☒	☒			
Carpentry	☒	☒	☒	☒	☒	☒				☒	☒	
Repower	☒	☒		☒								☒
Refrigeration	☒	☒	☒	☒					☒	☒		
Radar / Plotter / AIS	☒		☒		☒		☒	☒				☒
Autopilot	☒	☒					☒					☒
Electrical Upgrades	☒	☒	☒	☒	☒		☒	☒	☒	☒		☒
Systems Upgrades	☒	☒	☒	☒	☒	☒	☒				☒	
Varnish	☒	☒	☒		☒	☒	☒	☒	☒	☒	☒	
Interior Refinishing	☒	☒	☒	☒	☒	☒	☒		☒	☒	☒	
Standing Rigging	☒	☒		☒		☒	☒	☒				
Running Rigging	☒	☒	☒	☒				☒		☒		☒

Motor Vessels

	Jarvis Newman	Young Bros	Sabreline	Sabreline	Dyer (2)
LOA	46	42	42	36	29
Glass & Core Repair	☒	☒		☒	☒
Awlgrip / Painting	☒	☒		☒	☒
Carpentry	☒	☒	☒	☒	☒
Repower	☒				☒
Refrigeration		☒			
Radar / Plotter / AIS	☒	☒	☒	☒	☒
Autopilot					☒
Electrical Upgrades	☒	☒	☒	☒	
Systems Upgrades	☒	☒	☒	☒	☒
Varnish	☒	☒	☒	☒	☒
Interior Refinishing	☒	☒	☒		☒



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Preserving the Working Waterfront

Maine has a rich and wonderful marine service history. Since the days of the schooners, Maine has been recognized as a place to find quality craftsmen and superb waterfront facilities at a discount to Southern New England prices. This industry is alive and well today. Boats from all over the Northeast make their annual winter pilgrimage to Maine for servicing and our Maine built boats populate harbors around the world. The State of Maine is serious about preserving this distinction through industry grants and economic incentives for job creation. We are very proud to announce that the Great Island Boat Yard has been designated as a "Pine Tree Development Zone" by the State of Maine. This decision qualifies us for: payroll tax reductions on incremental jobs created; reduced pricing on incremental electricity purchased; and use tax refunds for assets purchased to grow our boat refurbishment capability.

We are especially proud of the fact that we worked with the State DECD to expand the PTZ program to include boat "Refurbishment" in addition to boat "Manufacturing". This change in legislation will benefit GIBY, and many other boat yards along the Maine coast, that could not previously qualify.

Voyagers

John Reid and Crew departed from Great Island last spring after our three-year restoration of their 1961 Little Harbor Sloop, *Ramble*. Since departure, *Ramble* has graced the shores of the Azores, Portugal, Malta, Morocco and more. John is currently in the BVI's and plans to head east for another European tour before returning to Maine.

Bob & Hollie Bauman left GIBY in October of last year on their newly commissioned Caliber 40 LRC, *DeLaMer*. They have been enjoying Key West and will be doing some extensive cruising in the Chesapeake before returning to Maine this summer. Hollie, a.k.a. Mom, is keeping us all up to date with her pictures and entertaining story-telling at : <http://delamersailssouth.blogspot.com/>

Bob and Bonnie Wilson of Little River, CA, will be coming to Harpswell in March to be reunited with their Hans Christian 48, *Zephyr*. We have been performing extensive repairs to the decks, rigging and engine. Bob's past experiences as a boat yard owner, a family living aboard a wooden schooner, and a crab fisherman generate many interesting stories and anecdotes. Bob and Bonnie will be moving to Harpswell to finish the fit out before departing for a long term cruise.