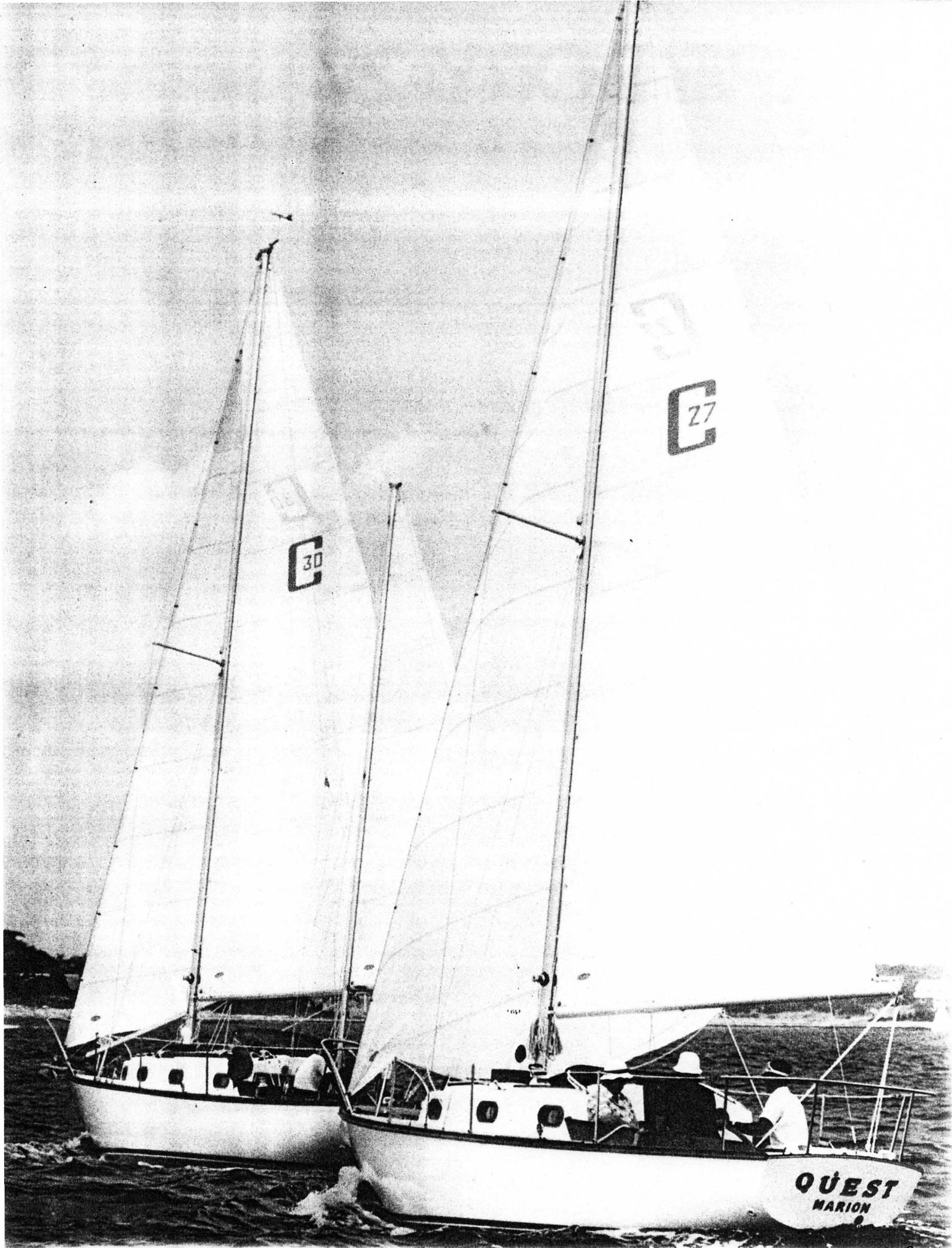


CAPE DORY YACHTS

THE LARGER CAPE DORY YACHTS



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MARION

CAPE DORY YACHTS

3. Performance in a racing sense is a peculiar combination of hull design, sailplan, winch and hardware selection. Our Cape Dory boats are designed and fitted out to perform easily for two people with no more than average experience or skill. Put one of the new wide boats with fin keel and spade rudder, high aspect dagger-shaped mainsail and huge overlapping genoa alongside a Cape Dory and compare. Our winches are fewer and smaller because our sailplans are better balanced. (The mainsail is expected to do its share of the work, not just act as the second section of the Genoa-oriented sailplan.)

On the 28 and 30, the jibs are self-tending so all that's needed to change tacks is a gentle swing through the eye of the wind. Silence. Not screaming winches, fouled sheets, and upset skippers and crew.

Genoas certainly do make a boat move better in light air, and reefing will help in a blow. So, genoa packages are available as options on all Cape Dory yachts, and reefing systems are standard. But easier, more comfortable sailing will result from a sensibly balanced sailplan. The same holds true for the practical and structurally stronger full keel underbody Cape Dory's cruising designs all use. In addition to increased lateral surface, a molded in keel provides more security than one which is bolted on if you run aground or hit a rock or reef. Keeping the propeller and shaft protected in an aperture makes sense, too.

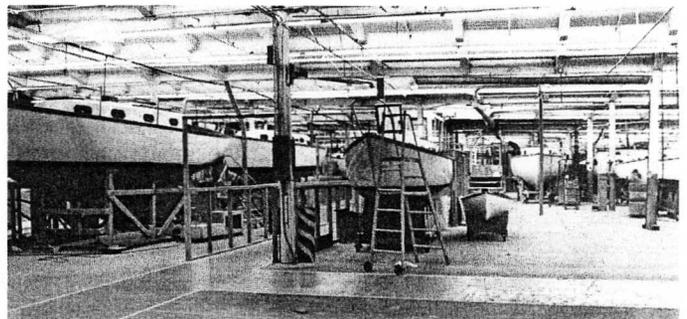
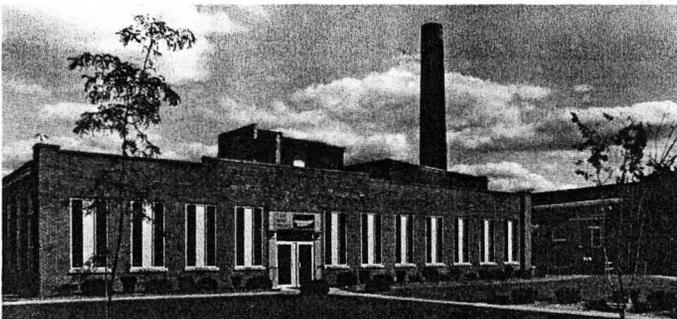
4. Many Cape Dory owners are competing in various club and area races and are reporting very good results. Boat for boat, through the various conditions found during the course of most sailing seasons, Cape Dory yachts will set the pace with the best in the fleet.

Beauty in a sailboat is more than skin deep. Every dimension contributes to some aspect of comfort and performance, and each decision that the designer, builder and you, the sailor, makes will have an effect on your ultimate enjoyment of your boat.

Our designs, building methods and your choice of additional sails and equipment will all come together in sweet harmony if what you seek is an attractive boat that will give you and your crew years and years of comfort, safety and performance, with an excellent return on your investment when it is time to sell.

5. A WORD OF ADVICE:

Speaking of investments: from where we stand, now is the best time to buy a Cape Dory or any well built sailboat. Prices are never going to be any lower for boats as we know (and build) them. Spars, rigging, hardware, fiberglass and resins are all accelerating in price at an alarming rate. We rarely see anyone announce a reduction in the price of any of the many items we use in building Cape Dory Yachts. Our workers and craftsmen are also earning more, and will earn even more in the future. The price of automobiles has doubled in the past ten years. Boats are better built and equipped now than they were then, and prices have risen at almost the same rate. Your dreamboat may never appear if you don't buy now. But, when the time comes for your boat to change hands, we are certain that the return on your investment in a Cape Dory will be a substantial one.



A brief history of an unusual idea, boat and company.

Cape Dory was an idea before it was a boat. And, Cape Dory was a boat before it became the company it is today: Cape Dory Yachts, Inc.

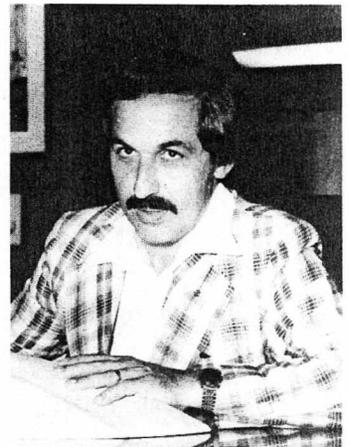
The idea came from Andy Vavolotis, the founder and president of Cape Dory Yachts, Inc. About 15 years ago his idea was to build boats that sailed well and looked right, to use the best materials and hardware, and to design and make to his own standards what could not be obtained from outside sources. The first result was the Cape Dory 10.

Because the man who started by building the boats has continued to have the same feeling for quality today as he had 15 years ago, you are assured of a boat built to the highest standards of quality to be found in production boat building.

The original Cape Dory 10 model is still being built, although the one-man boatshop has grown to a company of over 200 builders and craftsmen in a clean, modern, highly efficient building facility.

Building boats is Cape Dory's only business. As a result, the boats that leave the loading dock have been subjected to as many inspections and quality control procedures as they would if Andy Vavolotis had built each one himself. After all, the man who owns and runs the company is also the same guy who built the boats that made that company possible. You know that he will see to it that the boat that you buy is built and fitted out the way he would do it.

The people who run Cape Dory are all sailors. They have the experience and know-how to give every customer a little more in every Cape Dory and they deliver.



CAPE DORY

Cape Dory's policy is to deliver boats ready to sail.

When you're quoted a price on a Cape Dory, it's very complete. We offer a limited number of options, because each one of them is optional, not essential. There are few things you should know about the materials used in building and outfitting Cape Dory Yachts.

A. The hull and deck of every Cape Dory is made using a special building technique. Skilled builders place each piece of fiberglass woven roving in a precise location, and then carefully work the bonding resin in by hand. Every piece of fiberglass material is pre-cut to a pattern, so that each boat gets the exact amount of fiberglass and resin specified. The Cape Dory technique and controls for building hulls, decks, and other structural parts reflects care, attention and judgment and results in uniform strength throughout the boat.

B. Cape Dory yachts also have an internal structural member which is called an inner liner. It is firmly joined to the entire hull, and serves as a "second skin" which makes the boat stronger and more comfortable, because it serves as a moisture barrier between the inside of the hull, and the inside of the boat. This results in drier storage, and makes the boat easier to clean. Although not a water-tight member, this liner is a structural part of the boat as well as a more precise way of building a Cape Dory yacht.

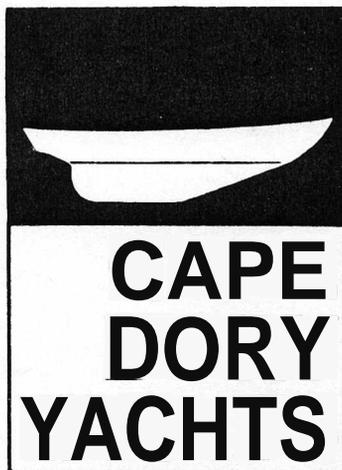
C. Spars, standing and running rigging are all fabricated for Cape Dory by Spartan Marine Products, Inc., a company that specializes in marine metalwork and in making up sailboat spars and rigging. Quality control is a vital part of Spartan's operation: only the best materials and workmanship goes into a Spartan product. All standing rigging (shrouds and stays) is stainless steel 1 x 19 wire. Running rigging is the "state-of-the-art" in low-stretch dacron braid.

D. Every part and piece on a Cape Dory is carefully thought through, designed, built, and then carefully checked to ensure a finished boat of very high quality.

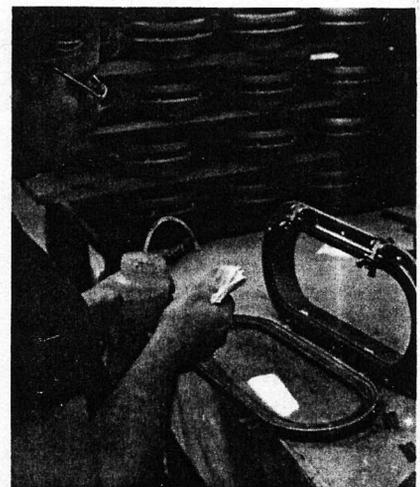
Several facts and some brand names we stand with at Cape Dory.

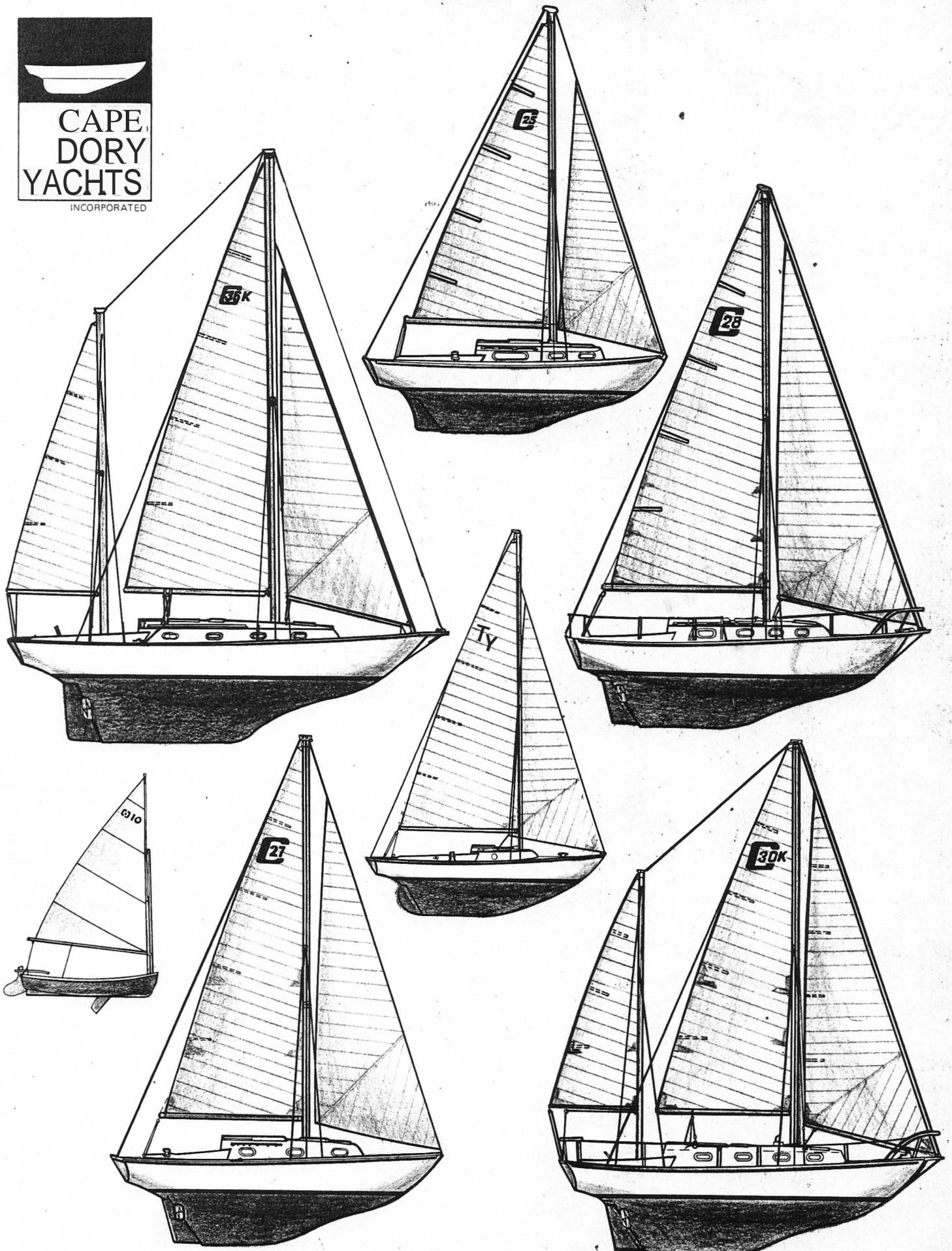
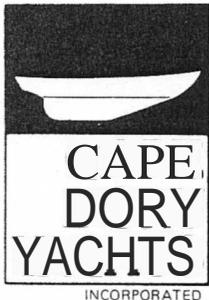
Many of the features that make Cape Dory unique are exclusively ours.

- 1.** The Cape Dory method of joining the hull and deck together is different than the techniques used in many other (faster-moving) boatbuilders. As a result, there has never been a deck separation reported to us. The use of special bonding materials, as well as the dual-purpose teak toe rail, results in an attractive, and extremely rugged joint. It is built right and finished right to stay right.
- 2.** The good-looking bronze opening ports we use are designed by Cape Dory Yachts and made exclusively for us by Spartan Marine Products, Inc. They will not distort with heat or use, thousands have been sea tested, and have proved to be reliable.
- 3.** Bronze cleats, chocks and deck hardware are standard on every Cape Dory. They will take on a rich patina if you let them, or you can keep the crew busy with cloth and cleaner. Either way, they will always look shipshape because there is no anodizing or plating to chip or wear off.
- 4.** Cape Dory's larger boats come with diesel auxiliaries as standard. We won't install a gas engine for anyone. For their own good. Inboard gas engines are incompatible with the marine environment because they depend on electric ignition for every stroke. They have a need for frequent tune-ups to run right, and gasoline explosions kill boatmen every year. In favor of the diesel: no electric ignition, next to no mechanical tuning and fuel that is so low in volatility that it almost never ignites accidentally. We use Volvo and Yanmar engines in our boats: so service is good, and convenient, should you need it. Resale value of diesel equipped boats is also generally higher.
- 5.** Take the time to look at the quality brands we use in the building and fitting out of Cape Dory yachts. These companies are supplying the best builders in the world: Edson, Schaeffer, Samson, Kenyon, Owens Corning, Alcoa, Yanmar, Marlow, Barlow, Volvo, Perko, and more.
- 6.** More than anything else, the element that produces boats of Cape Dory's quality is the attention to detail of the men who build them. There is a great deal of handwork in the building of a Cape Dory, and the men who work here with their hands are proud of their craft. You will be just as proud to sail your Cape Dory as the men were who built it.



INCORPORATED





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