

Great Harbour Trawlers

America's Go-Anywhere Liveaboard



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VISIT OUR NEW WEB SITE
Learn more about Great Harbour Trawlers.

www.greatharbourtrawlers.com



Mirage Manufacturing
3001 NE 20th Way
Gainesville, FL 32609
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KEN'S CORNER

Welcome to the Great Harbour family of trawlers. It has been a long and colorful path for us, and I would not trade the experience for anything in the world. For nearly forty years my wife, Becky, and I have had the pleasure of working with the best customers on Earth. We have seen firsthand the transformation of our customers' lives as they spend more of their time on the water. We used to say it seemed like magic, and now we know that it truly is.



Even though the world is in the toughest economic times that I have seen in my nearly sixty years on the planet, I am confident that better times are ahead. And as Americans we will all be stronger as a result of the experience. Our company has lived through fuel embargoes, luxury taxes, and far too many recessions to remember, but the thrill of the business keeps us always striving and always excited about the future.

Today as we look ahead we have never been more excited. Teaming once again with world-renowned naval architect Lou Codega, we are designing our newest flagship, the Great Harbour 74. A vessel with globe circling capabilities, it continues our approach to utilizing simple and easy to maintain systems. Best of all, it's a vessel that can still be handled by a husband and wife team comfortably. And, of course, it represents the kind of unique value that has become a hallmark of the entire Great Harbour Trawler line. This new flagship will help us maintain our position as America's largest manufacturer of full displacement pleasure trawlers.

Our world will always be changing, sometimes in ways that are hard to appreciate, but the spirit of those that take to the water will always remain strong, optimistic and resilient. Kenny Chesney recently wrote a song titled "Boats" in which he sang of them as "harbours of healing." He's right; they are. Let us help you find yours.

Sincerely,

*Ken Fickett, President
Mirage Manufacturing
Aboard Semper Fi III
Somewhere in the Abacos*

GREAT NEWS!

YOU DON'T NEED \$MILLIONS TO GO CRUISING!



When we look at what other builders and dealers are charging for new boats, it's no wonder most people think you need a million dollars or more to buy a new trawler and go cruising. New boats have become so expensive to buy and maintain, it seems people with average and even above average means can only buy a used boat and hope they won't experience major problems.

Even if you can afford a new gold-plated yacht, the cost of operating and maintaining it could easily keep you tied to the dock. Do you think it's worth burning 20 or 30 gallons of fuel per hour just so you can reach "semi-displacement" speeds of 14 knots or so? Or do you want to pay a boat yard \$40-\$50 an hour to keep all that "yachty" exterior varnish looking perfect?

Great Harbour Trawlers are the sensible alternative to all this craziness. Because of our intelligent designs, low overhead and policy of selling direct from our factory, the cost of our new trawlers is often comparable to buying a used boat. Prices for a well-equipped Great Harbour N37 start well under \$450,000, and it's made right here in the U.S.A.

Another example of how our intelligent designs and "KISS" approach to boatbuilding pays off is our reliance on the inherent form stability of our hulls instead of complex and costly stabilizer systems. What a shame it is that builders continue to produce trawlers with sailboat type hulls that rock and roll even when sitting at the dock. Their only solution is to add expensive stabilizer systems that have a habit of failing when they're needed most – in rough seas!

The cost to "stabilize" a 40-footer can easily add \$50,000 or more to the price of a new boat. If you wonder if our hulls are stable enough for ocean passages, consider that our 37s have made crossings to Bermuda, Cuba and Hawaii with their crews never having to worry about whether their stabilizers would keep working.

The cost of diesel fuel will continue to be a big issue for cruisers. Last summer we were paying nearly \$5 a gallon. Even at \$3 a gallon, boats that burn 20 or more gallons an hour are just too expensive to run. In contrast, our N37 with twin diesels, burns a total of 2.2 gph when running at her cruising speed of 7.25 knots. That's an incredible 3.3 nautical miles-per-gallon for a boat big enough for full time liveaboards!

Our larger GH37, which has the interior room of a Manhattan apartment, can cruise from Maine to Miami on a single tank of diesel fuel!



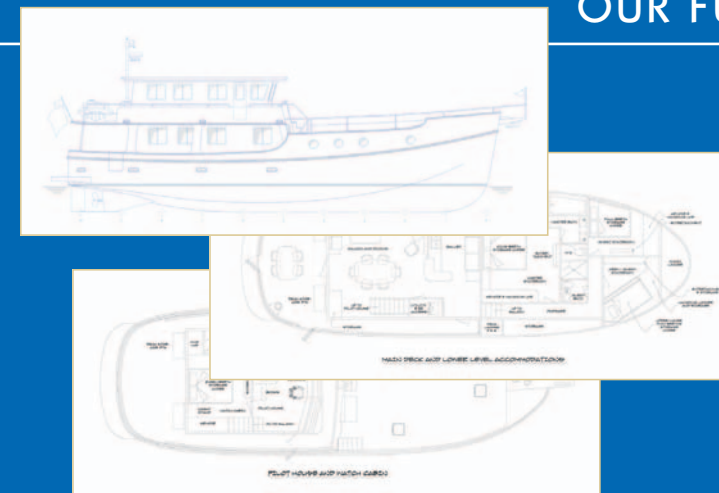
Great Harbour's wood-free exteriors require minimum maintenance. You'll have more fun while spending less money.



The owner of a Great Harbour N47 heads out to sea confident his boat's stable hull will give him a comfortable ride without having to rely on finicky, expensive stabilizer systems.

Many of our owners are happily cruising full time, and most are of modest means. Their Great Harbour Trawlers have proven to be economical to buy, operate and maintain. Whether you're a millionaire or not, we think you'll appreciate our common sense approach to cruising.

OUR FUNDAMENTAL DESIGN OBJECTIVES



Upon first glance, you'll see that Great Harbour Trawlers are different than any other trawlers currently on the market. And the more you look, the more you'll realize we've taken our own path in creating what have become America's favorite liveaboards.

Instead of following what others have done, we started with a clear understanding of what was needed in the marketplace – a safe, affordable boat with all the comforts of home that can go virtually anywhere. And best of all, our boats are designed and built right here in the USA. That's why we call them America's Go-Anywhere Liveboard.

Look closely at our designs, and you'll see that all Great Harbours share a common set of design objectives:

SAFETY

Our inherently stable hull, without the need for trouble-prone stabilizer systems, has proven itself on long, offshore passages and thousands of miles along America's waterways. Twin-engine redundancy and twin keels protecting the props give you peace of mind. And if the unthinkable happens, Great Harbour hulls have enough buoyancy to remain afloat even if holed by a collision. Our cored decks and superstructures make our boats unsinkable!!



Twin engines and a stable, unsinkable hull are why Great Harbours are the safest trawler you can buy.

AFFORDABILITY



All Great Harbour Trawlers feature low maintenance exteriors and fuel-efficient engines.

Why pay dealer mark-ups and exorbitant shipping charges from halfway around the world? Our factory-direct prices and low overhead make our boats more affordable than even Far East imports.

Great Harbour Trawlers are also designed for low maintenance and minimum operating costs, making them the most economical trawler to own.

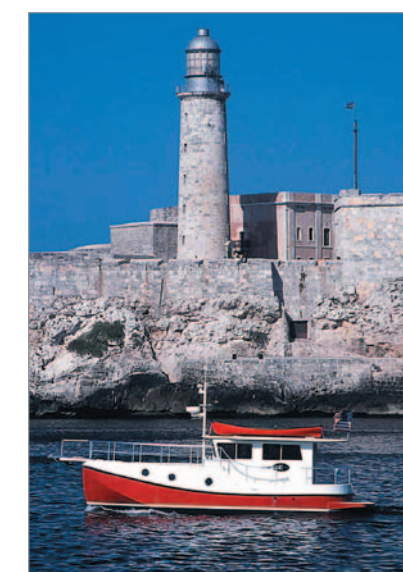
ALL THE COMFORTS OF HOME

Our attractive, roomy interiors feature full size furnishings and home appliances. On a Great Harbour you get a kitchen, not just a galley. You get closets, not just lockers. And you can call a head a bathroom, because it has a stall shower you can actually move around in. Best of all, our stable hull doesn't rock and roll at an anchorage or at the dock, so you can fully enjoy the liveboard lifestyle.



Compare our interiors with waterfront cottages, not other boats!

GO-ANYWHERE CAPABILITY



Our full-displacement hull design, economical twin engines, large fuel capacity, unsinkable construction and shallow draft make it possible to explore far off shores or the shallows of our most popular, protected waterways. Let your waterfront home take you just about anywhere.

Great Harbour Trawlers, like this N37 off Cuba, are not only capable of ocean passages, but their shallow draft gives them access to the most protected anchorages.

For more details of our designs and to read published articles by our President, Ken Fickett and our Naval Architect, Lou Codega, visit www.greatharbourtrawlers.com

CHARTER BEFORE YOU BUY



One of the best ways to find out if the trawler life is for you, and more specifically, if a Great Harbour is the right trawler for you, is to charter one. A number of our charter clients consider their week's charter as an extended sea trial before placing an order for one of our boats. Even if you're not interested in buying a new trawler, chartering a Great Harbour will surely be one of the best vacations you've ever had.

We've added a brand new flybridge Great Harbour N47 to our fleet of N37s, so if you are considering chartering with another family, you'll have room to spare. Our fleet is available from early Spring through mid-Summer out of Marsh Harbour, Great Abaco in the northern Bahamas. During the Fall and Winter, we move our fleet to Florida's St. Johns River, which stretches from Jacksonville to Orlando.

CHARTER PROGRAM HIGHLIGHTS

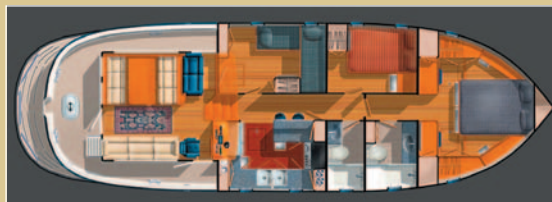
- Bareboat, Captained, Captain/Training
- Charters begin on a Sunday at 10:00 am and end the following Saturday at noon
- Buy your own provisions or fully provisioned
- Experience at handling a twin-engine vessel of 30-feet or more is required
- Training available at extra cost
- Abacos cruising area: From Treasure Cay in the north to Little Harbour in the south
- Florida cruising area: 100-miles along the scenic St. Johns River
- Dinghy with 4-stroke outboard
- Linens, dishes, cookware provided
- TV/DVD player, CD player, microwave/convection oven, toaster, blender, washer/dryer
- Air conditioning, generator
- Bow thruster, twin diesels

COSTS:

- N37 \$4200/week bareboat. Includes fuel.
- N47 \$7200/week bareboat. Includes fuel.
..... \$9200/week captained. Includes fuel and training.
..... \$16,900/week fully crewed for up to 6 guests, all-inclusive. Captain and crew stay in separate crew quarters



Shown here is one of our N37s. There are some variations to each boat. All are in factory-new condition. Ideal for one family with kids or two couples.



Our new N47 has 3-staterooms, two heads and separate crew quarters (not shown.)



LEARN WHILE YOU CHARTER

INTRODUCING OUR NEW TRAWLER TRAINING CHARTERS



Learn the ropes during one of our Trawler Training Charters

Many of you have told us you would love to charter a Great Harbour Trawler but weren't sure you had enough experience. Some of you now own a sailboat or a smaller powerboat and don't feel comfortable bareboat chartering one of our trawlers. But the idea of a fully crewed charter with a captain isn't appealing, because you'd like to run the boat yourself. We now offer the perfect solution: Trawler Training Charters.

Designed to familiarize you with the skills to make cruising and living aboard a Great Harbour, or any trawler, an enjoyable, safe, experience, our Trawler Training Charters combine the fun and relaxation of a charter vacation with the satisfaction of learning new boating skills from a friendly, knowledgeable expert.

We will cover systems operation, boat handling, navigation, weather, bo's'n skills and stress-free anchoring. At the end of your Training Charter, you should be certified to "Bareboat" a Great Harbour Trawler.

If you are serious about your training, we recommend that your charter party be limited to individuals that can focus on the learning task without distractions of young children or non-training guests. Also, this is not a "crewed" charter, and provisioning and cooking will be the responsibility of the charterer. The captain will stay onboard during the duration of the charter and will follow one of our most popular itineraries.

To find out more about our new Trawler Training Charters or to book your trip, contact Eric Kraft at 352-377-4146.

WE'LL TEACH YOU WHILE WE BUILD YOUR BOAT

INTRODUCING CRUISE PRO™ BY GREAT HARBOUR

When you buy a boat from us, you become part of the Great Harbour family of intrepid cruisers. To ensure that your boat owning experience is a positive one, we've created *Cruise Pro*™, a program to teach you about cruising while your new boat is under construction.

Even if you've owned a boat for years, you may not be familiar with some of today's systems and the operating procedures of a modern trawler. *Cruise Pro*™ is designed to assess your present knowledge base and bring you up to speed wherever there may be gaps. During the construction phase of your new boat, we will be sending you a series of instructional DVDs and books that are specific to your boat. You will also receive a steady flow of equipment manuals that will enable you to familiarize yourself with your new gear before you first step on board.

Best of all, you'll be eligible to participate in special on-the-water training sessions to fine-tune your boat handling skills and emergency preparedness. There's even a two night "Cruise Out" for women only – with a female captain – to make sure everyone is prepared to run your new boat.

So while other builders are anxious to simply sell you a boat, we want to introduce you to a great new lifestyle – cruising on your very own Great Harbour.

Learn from the pros while your boat is under construction.



For detailed information including a calendar of available dates and reservation form, contact Eric Kraft at 352-377-4146 or visit: www.greatharbourtrawlers.com

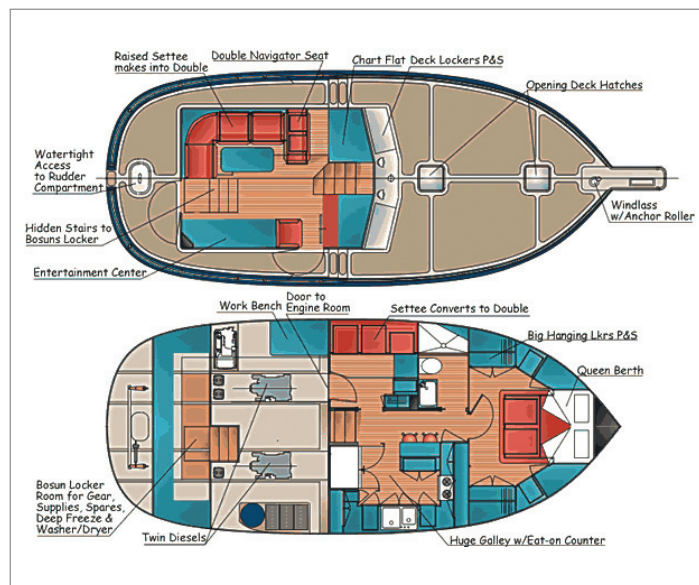
GREAT HARBOUR "N" SERIES

Our "N" series originally stood for "Navigator," but since the name was challenged by another boat builder, we simply kept the "N." No sense in spending money in court, when "N" sounds just fine. This series of two models, a 37 and 47, features a low-profile, flush deck, and each is available with an optional flying bridge.

N37



Shown here is the flybridge model.

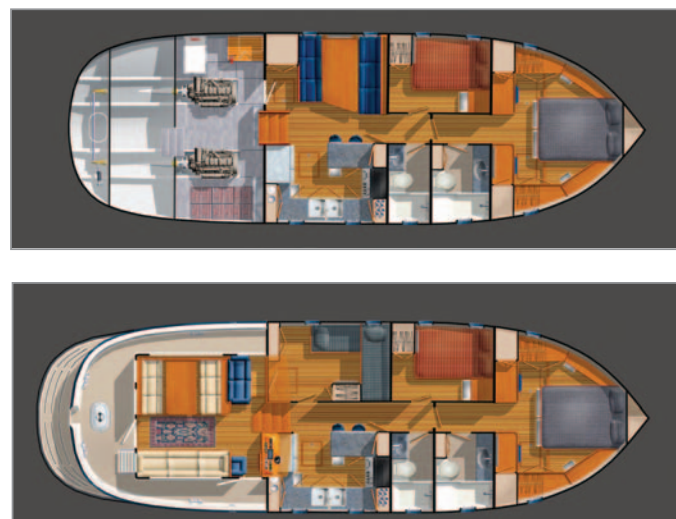


SPECIFICATIONS	Draft2' 10"	Waste100 gal.
LOA36' 10"	Displacement.....48,000 lbs.	Cruising Speed7.5 knots
LWL36' 1"	Fuel500 gal.	Range.....1500 miles
Beam15' 10"	Water.....300 gal.	Base Price\$379,000

N47



Shown here is the flybridge model.

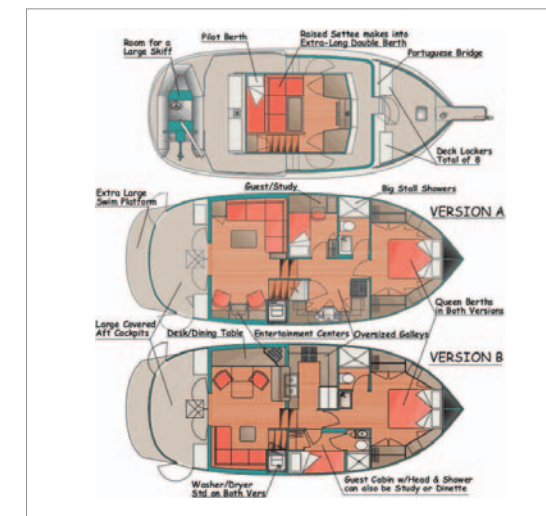


SPECIFICATIONS	Draft2' 10"	Waste200 gal.
LOA46' 10"	Displacement.....70,000 lbs.	Cruising Speed8.25 knots
LWL46' 1"	Fuel900 gal.	Range.....2500 miles
Beam15' 10"	Water.....500 gal.	Base Price\$619,000

GREAT HARBOUR "GH" SERIES

Our GH series feature the same stable, efficient hull forms and engine arrangements as our N37 and N47, but they offer significantly more interior room by utilizing more vertical space. The GH37 has the room of a Manhattan apartment, and the GH47 must be seen to be believed. Yes, their higher profile means that windage is increased, and care must be taken when docking in tight situations (when shouldn't you take care??), but both models have proven to be safe, able passagemakers. If you're looking for true liveaboard comfort, consider one of these Great Harbour Trawlers.

GH37

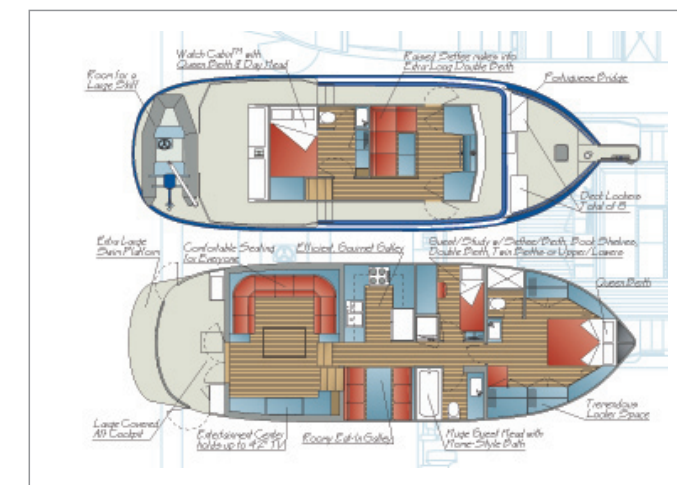


SPECIFICATIONS	Draft2' 10"	Waste100 gal.
LOA36' 10"	Displacement.....48,000 lbs.	Cruising Speed7.5 knots
LWL36' 1"	Fuel500 gal.	Range.....1500 miles
Beam15' 10"	Water.....300 gal.	Base Price\$479,000

GH47

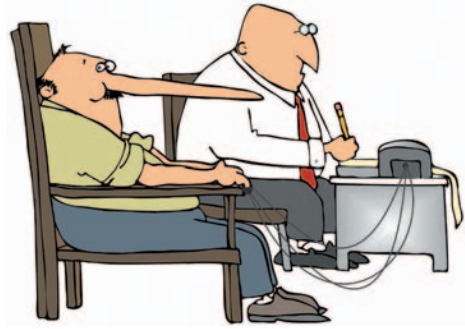


Shown here is the flybridge model.



SPECIFICATIONS	Fuel1300 gal.	<p>There are alternative layouts for each Great Harbour model, and the factory will consider all reasonable custom requests. Boats with watermakers may increase fuel capacity. Some photographs show optional equipment, and prices and specifications are subject to change. Range specifications are estimated based on 90% fuel capacity and do not include use of a generator which normally burns between .5 and 1.5 gph. Displacement is at Load Water Line.</p>
LOA46' 10"	Water.....700 gal.	
LWL46' 1"	Waste200 gal.	
Beam15' 10"	Cruising Speed8.25 knots	
Draft2' 10"	Range.....3500 miles	
Displacement.....70,000 lbs.	Base Price\$719,000	

TRAWLER TRUTHS



TRUTH NO. 1: TWIN ENGINES ARE BETTER THAN ONE

A single-screw trawler is a bad idea even with a “get-home engine” because get-home engines don’t work very well. Get-home engines exist because single-screw trawler manufacturers recognize that any engine can fail given the wrong circumstances. But most get-home engines don’t have the horses you need to claw your way off a lee shore, and many feature a folding prop that doesn’t have the bite to beat to weather. You’d be lucky if you could use one to turn your bow into the wind.

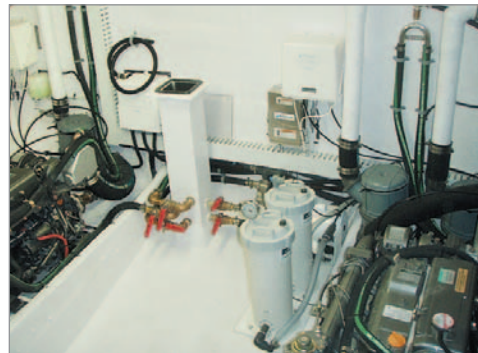
All Great Harbour Trawlers come standard with fuel-efficient, twin diesels. Should one engine quit, the other will continue to propel the boat to safety at a respectable pace of 7 knots or more.

Some manufacturers hype single-engine trawlers in the name of economy. This is a myth. These boats tend to have sailboat hulls (see Truth No. 3), and lack the room for twin diesels without severe compromises. These heavy, ballasted hulls (see Truth No. 4) require more horsepower to reach hull speed so there goes the ballyhooed savings in fuel. Some manufacturers offer both twin and single engine versions of the same model, and test data has shown that their twins burn less fuel than their single engine models.

Some builders say that twin engines would result in easily damaged props for want of a keel to protect them. The obvious answer is of course twin keels, and that’s how we do it at Great Harbour Trawlers.

Much of the information about modern recreational trawlers is provided by self-promoting boat builders and then presented to the boating community as factual truth by well-intentioned, but eager-to-please magazine editors. While some design claims may add up to good marketing strategies, eventually the truth reveals itself during real life cruising situations.

There are a number of design parameters for trawlers that are constantly and conveniently misrepresented. Lou Codega, our naval architect, and Ken Fickett, our president, examine these myths and explain why *Great Harbours are the right design for how they are intended to be used* – for safe, comfortable, long term, liveaboard cruising.



Two economical diesel engines provide redundancy and peace of mind. Note the use of a saltwater sea chest that eliminates all other through-hulls in the boat.

The key to safe and self-reliant long-range cruising is a pair of economical diesels with more than enough power to push a trawler at hull speed. Should one quit, the second engine will propel the boat at nearly the same speed. And it will get you home. Period.

TRUTH NO. 2: SHALLOW DRAFT HULLS ARE BETTER FOR MOST CRUISING THAN DEEP DRAFT HULLS



Even our Great Harbour N47, which displaces 70,000 lbs. has a draft of only 3-feet, making it ideal for exploring the vast majority of America’s waterways as well as the Bahamas and beyond.

Any trawler that draws more than four feet puts its owner at a disadvantage in America’s most popular cruising grounds. Gunkholing becomes a chore. Anchoring means sharing waters crowded with sailboats while shallower, more protected spots lie empty.

Worst of all, when the sky threatens, the deep-draft boys will find far fewer harbors of refuge to accommodate them. Do not believe the argument that a deep draft hull is safer.

TRUTH NO. 3: A SAILBOAT HULL IS NOT A GOOD TRAWLER HULL

Sailboat hulls are great for sailboats, period! Sails and the tall rig make it stable. Not only does a trawler with a sailboat hull have a deeper draft, but it will wallow in one-foot seas. That’s why builders push expensive stabilizer systems, which often fail when needed most. Instead, Great Harbour Trawlers feature an inherently stable, true displacement hull.

Here’s what Lou Codega, Great Harbour’s naval architect, has to say on the subject:

“The best solution is to anticipate how potential owners are going to use their boats and to design the best hull form for that spectrum of uses. We have anticipated our owners living aboard for extended periods often independently in remote areas, with the comfort of a shore-side condo. Typically the boat will be crewed by two, exploring coastal areas or making annual migrations along the waterway.

The Great Harbour hull was derived from modern workboat hulls, not sailboats. This is appropriate because a workboat has to earn its keep and keep its crew safe 365 days a year. Our boat is not light, but we chose to take the volume afforded by the high displacement outward, rather than down.

This increases the usefulness of the accommodation space, allows for outstanding machinery access, and provides for cavernous storage spaces below deck. And the corresponding shoal draft opens up cruising grounds and anchorages that are inaccessible to her deeper draft sisters.



The hull of our N37 shares the same characteristics of all Great Harbour hull designs: shallow draft, wide beam and low center of gravity resulting in a highly stable ride. Twin keels not only protect the props, but make it possible to “careen” the boat during low tide for bottom cleaning and maintenance.

The hull has been shaped for continual economic operation at hull speed. You’ll see little of the squatting and none of the large increases in fuel consumption that occur when boats with ship-like hulls are pushed hard. We’ve selected a twin engine machinery layout as it is an ideal match with the shallow draft hull, allowing optimum propeller diameters to keep blades above the bottom of the hull, outstanding maneuverability and built in redundancy.

On the economic side the boat is miserly in its consumption of fuel, and the generous tankage gives a lot of flexibility in choosing refueling sites. The same beam that gives you access for easy maintenance also allows for fitting the desired accommodation into a shorter overall length, which will reduce dockage and maintenance expenses with very little penalty in performance.”

TRUTH NO. 4: NEVER GO TO SEA IN A BOAT THAT CAN SINK

Great Harbour Trawlers are unsinkable. We know what you are thinking. Unsinkable? That’s what they said that about the Titanic. For the record, the Titanic was only unsinkable as long as her watertight bulkheads remained uncompromised by sharp objects such as icebergs.

Bouyancy is a key to seaworthiness. The reason Great Harbour Trawlers are unsinkable is twofold: 1) Unlike some trawlers, our boats are unballasted, and 2) Our decks and superstructure are cored with a wonderful, high-tech, composite material called Nida Core. Nida Core is lighter and stronger than the plywood used in many boats. Most importantly it is so buoyant that it will compensate for the weight of a solid fiberglass hull and machinery, thus keeping the vessel afloat even if it is swamped with water.



Great Harbour decks and superstructures are cored with enough buoyant material that will prevent the vessel from sinking if a catastrophic event takes place.

Nida Core is a honeycomb of hexagonal cells bought in sheets. And though it is more expensive than other coring materials, it is also lighter. That reduction in weight contributes to fuel savings because less horsepower is needed to push the boat.

An added advantage is Nida Core’s terrific sound-deadening qualities. The Yanmar engines we use are quiet to begin with. Put them under Nida Core and we guarantee dramatically reduced decibel levels in the

pilothouse and accommodations. Not only is Nida Core proof against noise, but it is an effective insulator in hot or cold weather with an R factor of 3.3.

So while the picture of a completely swamped boat is not pretty, having it stay afloat could easily be the difference between life and death. Given the same unfortunate circumstances of hitting a submerged object at sea and putting a severe hole in the hull, the more typical, ballasted trawler will quickly find its way to the ocean floor, while the Great Harbour will float until help arrives or a life raft is safely launched.

TRUTH NO. 5: FULL SIZE KITCHEN APPLIANCES BELONG ON LIVEABOARD TRAWLERS, NOT RINKY DINK “MARINE” EQUIPMENT

Competitors outfit their boats with appliances originally designed for the cramped quarters and barebones electrical systems on sailboats. These half-sized stoves and refrigerators are pricey but don’t cook or cool any better than what you are used to at home. Even our smallest Great Harbour 37 features a standard 23-cubic-foot refrigerator and a galley with a radiant glass-top stove and convection-microwave oven – the kind of gear you would expect on a 60-foot motoryacht or in a gourmet kitchen at home.



Forget about those “marine or RV” galley appliances. Enjoy all the comforts of home on a Great Harbour, where you can call the galley a kitchen.

TRAWLER TRUTHS

Today, you can easily find a boat that costs \$1,000,000 equipped with a tiny refrigerator and a tiny oven. Maybe it's a 12-volt refrigerator. Call us simpleminded, but household appliances nowadays are so reliable, so efficient and so handsome, why would we want to drive up the price of our boats with "marine" gear that costs more but doesn't work as well or last as long. Fact is, our competitors have to use this stuff because their boats can't fit a full-size refrigerator/freezer, even some of those in the 50-foot range.

The Great Harbour GH series and N47 feature a standard-size stacked washer-dryer behind a cabinet in the accommodations or in the utility room. The N37 comes standard with a combo-unit washer/dryer that is vented overboard. There are also places on our boats to put an off-the-shelf, top-loading freezer.

In the galley, we like to install convection microwave ovens because they can be powered, without having to start the generator, by our standard 3000-watt inverter. Combine this with an electric cook-top and a wrap-around counter, and you've got a "professional galley."

Also important is long term reliability and the cost of repairs. How often do you hear of "marine" 12-volt refrigerator systems needing parts and service? It seems that there's always one boat in every anchorage or marina that's in need of a hard-to-find marine refrigeration mechanic. With a Great Harbour Trawler, you just need to call the nearest major appliance service center.

TRUTH NO. 6: THE A/B RATIO IS LARGELY MEANINGLESS

Lou Codega, NA, discusses the myth of A/B ratios.

Sooner or later potential trawler buyers will come across a term called the A/B ratio, as a measure of a yacht's seaworthiness. Forget about it. The A/B ratio is, for all practical purposes, baloney.

Since its first publication in 1975, Robert Beebe's Voyaging Under Power has been almost universally accepted as the authoritative source on long-distance cruising under power. But it was never intended to be a text on naval architecture as it applies to power craft.

I have tremendous respect for much of Beebe's work, but I have a large axe to grind with his treatment of stability. There has probably never been a more overused and yet so fundamentally useless a term as the A/B ratio. But its concept and calculation is easy for the layman to grasp, and its use has been perpetuated to some extent by those builders whose designs appear "good" by its measure.

Beebe proposed the A/B ratio as a measure of transverse stability, calculated simply as follows:

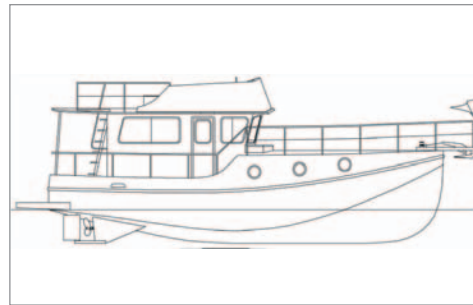
Projected profile area above the waterline

Projected profile area below the waterline

He then goes on to discuss ranges of this ratio that are found in then current trawler yachts, and those that he considers acceptable in boats that are, in his opinion, "qualified as ocean-crossers." That's it in a nutshell. This analysis is simplistic beyond credulity. The ratio has never been used by naval architects. It has a bit of utility when used to compare similarly proportioned and sized boats. But it neglects everything that is important to stability. The height of the boat's center of gravity, its beam, weight, shape of the watertight boundaries, hull form, tankage and watertight integrity are all vital to an intelligent discussion of stability, but all are completely ignored. Take any boat that you want as an example. It has the same A/B ratio whether it is two feet wide or 25, whether hard chine or round bilge, if it has engine room air inlets on the side of the hull or amidships, or if it weighs 100,000 pounds or 10,000.

The direct calculation of static stability has been done for 80 or 90 years, and, with the widespread use of computers, there is just no reason to simplify something so

fundamentally important to the safety of the boat into a rule of thumb ratio, and a half-baked one at that.



There's much more to stability than first meets the eye. Our N37 has successfully completed a number of long ocean passages, taking advantage of its low center of gravity, wide beam, weight and overall hull form.

A designer routinely models a boat's form, calculates the weight and center of gravity, and in a matter of seconds mathematically rolls it while calculating its tendency to either roll upright or continue rolling to a greater angle. The complete watertight boundary, location of the center of gravity, weight, in short, all of the factors that affect intact stability are modeled exactly. The result is the so-called righting moment curve.

This curve is only the first step in the process. There is no expectation, much less a guarantee, that a boat that has a positive righting arm of a stated angle will survive a roll to that angle in a fully arisen sea. It may, it may not. Stability calculations and criteria do not claim to offer an absolute answer.

It is a gross simplification of a vitally important issue. Any builder or designer worthy of your consideration will be more than happy to discuss their boat's stability characteristics and how they relate to your anticipated cruises. But please, leave A/B ratios out of the discussion.

For a complete explanation of stability by Lou Codega, visit our web site, www.greatharbourtrawlers.com.

BUYING DIRECT AND BUYING AMERICAN IS BUYING SMART



There are huge advantages to buying your next boat directly from us. To begin with, you'll be dealing with the people at the factory where your boat is being built. These folks are the most knowledgeable about your boat and can give you straight answers to your questions.

When you purchase a Great Harbour, you'll be paying a "factory direct" price, which is based solely on what it actually costs to build your boat plus a small profit for our factory. (Boatbuilders like us don't get rich, but they love what they're doing.) There are no dealer markups, dealer commissions or dealer advertising costs to pay. And remember that builders who say they don't have dealers often have their own retail operations, which require the same system of markups and commissions that independent dealerships have.

When you start comparing boats and prices, you need to understand the reality of those Far East builders who say they can build a boat for less because of their "cheap" labor. For one thing, you should know that while their labor might be "cheap," it typically takes many more Far East workers to build a boat than Americans. We've seen boatbuilders that build 15 boats a year in Taiwan employing 150 workers, and in China the number can be 4 or 5 times that.

We typically employ 40 highly skilled and efficient workers, and while we pay a fair and reasonable wage to our valued employees, the builders in Asia simply have to employ many more laborers.



Buying directly from us means you'll be dealing with the people who are responsible for building your boat, and they'll be there to help you for as long as you own your Great Harbour.

When you do the math, they offer little, if any, price advantage!

Also consider that all boatbuilders pay the same for the materials that go into their boats. Engines, generators, resin, coatings, fiberglass fabrics, galley appliances and more are often shipped from the U.S. to the Far East, so once again, there is little, if any, price advantage to having your boat built halfway around the world.

And think about the fact that the cost of shipping a 40 to 50-foot yacht from the Far East to the U.S. is now in the neighborhood of \$50,000. That's another big dent in their "price advantage" story.

Also consider that Asian boat builders who own and run the factories where these boats are built sell either to dealers or "branding" companies that run their own operation in the States. First, you'll be paying the factory to build your boat — and obviously at a profit to the factory. Then, you'll be right back to paying not only the factory, but all the overhead and payroll costs for these separate sales and marketing operations.

When you buy your boat from us, you pay the factory to build your boat, period. Compare our boats with similarly equipped boats from any domestic or foreign builder, and you'll see how much more boat you'll get for your dollar. In many cases, our customers have been able to afford a brand new Great Harbour Trawler for the same price as a used boat!

Our owners also like the fact that if they have a technical question or warranty issue, they can get on the phone and talk directly with the people responsible for building their boat. They don't have to wait for a dealer to communicate with someone 13,000 miles away who can barely remember building your boat.

And one last thing. All other things being equal, wouldn't you feel better buying American?

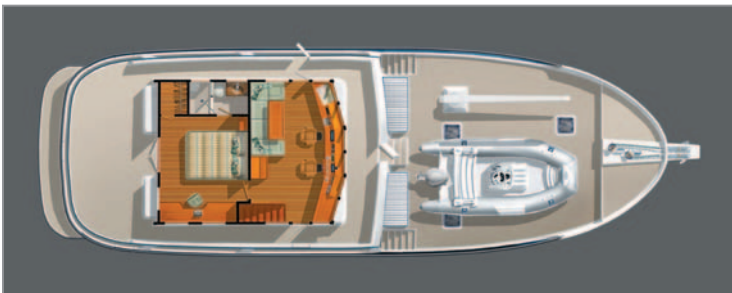
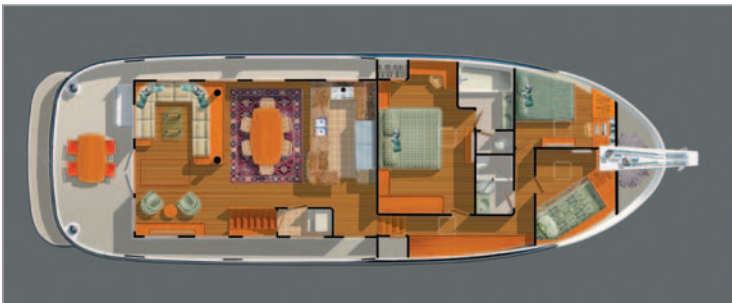
Call us to arrange a tour of our Gainesville, Florida factory.

GREAT HARBOUR ANNOUNCES ITS ALL NEW 74

One of the best ways for healthy companies to weather difficult economic times is to introduce new products that fill a void in the marketplace. The all new Great Harbour 74 is such a product. Designed by naval architect, Lou Codega, in collaboration with Ken Fickett, the GH74 is a true exploration yacht, capable of crossing oceans and providing all the comforts of home in remote areas for long periods of time.



How is the Great Harbour 74 different from other expedition yachts of her size? Simple. We follow the “KISS” approach to mechanical, electrical and support systems. Go on any 70-footer today, and you’ll be overwhelmed by its complicated mechanical and electrical systems. Many new owners are simply too intimidated to enjoy their boat. There’s always something that’s not working.



The Great Harbour 74 is an impressive ship, but it’s designed to be operated by its owner (usually a couple) without the need for a full time captain and certainly without the need for a ship’s engineer. We’ve simply figured out a lot of ways to keep the boat from becoming too complicated, which invariably leads to reliability problems.

Our new flagship features the same, form-stable, full-displacement hull design as our other models. Derived from modern, commercial workboats, the hull features a hard-chined, wide

beam with a very low center of gravity. There’s no need to rely on expensive stabilizer systems to venture offshore.

The 74 will carry 5,700 gallons of fuel and 1,000 gallons of water in integral, fiberglass tanks. Powered by twin 255 hp diesel engines, and with its running gear protected by twin keels, the 74 provides a level of safety unmatched by single-screw designs. Normal cruising speed is estimated to be 9.7 knots, but if necessary it can maintain 7.5 knots powered by one of its engines. Draft is a very modest 4-feet, making the 74 ideal for island hopping and anchoring in protected waters.

Interior accommodations feature 3 staterooms below with the master cabin located midships for maximum comfort at sea. On the upper deck level, aft of the raised pilothouse, a spacious watch cabin features a queensize, walk-around berth, full head, walk-in closet space and a large desk.

The pilothouse offers superior visibility and easy access to the foredeck via the Portuguese Bridge. A settee and table accommodates 6, and twin helm seats will make this spacious area the center of activity during passages.

SPECIFICATIONS

LOA	74’ 2”	Fuel	5,700 gal.
LWL	65’ 4”	Water	1,000 gal
Beam	23’ 9”	Black Water	300 gal
Draft	4’	Grey Water	300 gal
Displacement		Cruising Speed	9.7 knots
(full load)	255,000 lbs.	Range	5400 nm

The main saloon features a U-shaped settee and cocktail table for 8, two lounge chairs, a wide-screen entertainment center and a separate dining area with seating for up to 10. The galley features full-sized, top-of-the-line appliances by GE, granite counter tops and an abundance of storage space for long-term cruising needs.

The hull will be robustly constructed of solid fiberglass below the massive rub rail. Above the rub rail, the hull, deck and superstructure are cored to provide sufficient buoyancy to keep the vessel afloat in case of catastrophic damage to the hull.

Introductory pricing will keep a fully outfitted Great Harbour 74 under \$3 million, which is extremely competitive with similarly sized and equipped vessels.

For more detailed information contact Eric Kraft at 353-377-4146 or visit www.greatharbourtrawlers.com.