



WING & WING

The Official Newsletter of the American Schooner Association
Volume L, Number 3 – Fall 2014

2014 Great Provincetown Schooner Regatta ~ September 1 - 4, 2014

~ by Capt. Cheryl Andrews, 2014 Event Chair

Mother Nature threw a curve ball at the organizers of September's Great Provincetown Schooner Regatta, but this year...we were ready! After a nice dinner and social time at the Gloucester House Labor Day evening, the Fishermen's Cup Race Committee discussed a forecast that called for absolutely nothing, that's right, nothing to play with in the early morning. The 8 schooner captains worked the problem and agreed on a novel solution. The boats motored from Gloucester Harbor under a solid thick fog at 6am and rendezvoused off the coast of Marshfield, MA at a predetermined fixed ATON, Farnham Rock. At noon, with the vessels lined up, schooner **Estrela's** cannon was fired & all sails hoisted in what the fellows explained to me was a **Le Mans Style Start**. I was quite glad to be able to "watch" the start using the SPOT trackers and Kattack Race Player at my desk in Provincetown. Maybe next time, we will just hire a drone! It was difficult not being there with you. Thank you to the crew of the schooner **Fame** for the photos of the start.

In any case, the weatherman was right for a change. The wind filled in from the south as predicted and the boats enjoyed a mad dash for Provincetown. With corrected times using the Chesapeake Handicapping system, schooner **Perception** skippered by Jamie Weisman captured first place with schooner **Hindu** nipping at his heels and capturing line honors. Crew Parties, a screening of the classic marine favorite, *Jaws*, and plenty of small boat racing completed Wednesday's activities. Thursday, breakfast and the Parade of Sail was followed by the all-vessels welcome to the *Long Point Schooner & Yacht Race*. Schooners **Hindu**, **Bay Lady II**, **Estrela**, **Tyrone**, **Perception**, **Apella**



& **Renegade** rounded the course alongside 10 medium-sized yachts, 6 catboats and 8 Rhodes 19's. It was a long day under the hot sun but there was plenty of energy still left for a fun awards presentation under the MacMillan Pier Pavilion with food, drink and music for the captains, crew & guests. We look forward to seeing you next year!

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The Great Chesapeake Bay Schooner Race

~by **Matthew Rajkovich**

The temperature dropped to 19 degrees here in Baltimore as I began writing this article! Then six feet of snow hit Buffalo, NY in one night! What could be a more perfect way to stay in denial about the approach of winter than to recall the events of October's *Great Chesapeake Bay Schooner Race* 2014? This year's race was milestone event. This was the 25th year since the late Capt. Lane Briggs, Master of the **Norfolk Rebel**, challenged the sleek **Pride of Baltimore II** to a dual that has continues to draw schooners, their crews, and spectators from up and down the east coast to the Chesapeake Bay.



Today, many of the 34 schooners that signed up for this year's event are down-rigged and tucked away until spring. The crews have been discharged and are saying their goodbyes as they return home for the holidays. Many others are turning to winter



maintenance on their boats. Each captain has shifted their focus to preparations for the next season.

However, just eight weeks ago the Baltimore Harbor was alive with a variety of schooners. Hundreds of familiar faces, some new ones, and dozens of sailing vessels, converged in anticipation of another autumn run down the Bay to Portsmouth and the festivities that awaited them. As sailors do, eyes watched with some anticipation and anxiety at the approaching foul weather systems that loomed to the west. There were decisions to be made on when, how, and whether or not to sail. Each captain's answer varied on the type and size of boat and crew. Severe weather had already caused cancellation of the much anticipated Parade of Sail which occurs the day prior to the race. Sadly, Baltimore's Inner Harbor would not get to review the line of schooners for this year's event. The wind and rain would not have made it a very positive event for spectators, passengers, crews, or dockhands. On the evening before the race all



eyes remained fixed, figuratively, on the horizon anticipating the next day's event.

My role began months earlier. I support shore operations by coordinating the volunteer support in the Baltimore area. The collection and delegation of people-power to support various seen and unseen activities had gone well. This was my second year in this role and it was now a familiar one, but there were many others working in similar roles. Together, we pulled it off again. After 25 years, one can assume there are well worn paths to be followed for planning the logistics and timely execution of events. However, people do come and go; venues and resources change with time. This fact provides new challenges each year as the orchestra of volunteers begins to tune their instruments for hosting these beautiful boats and their crews. In Portsmouth there was a duplicate need for organization and support. In many respects, the Portsmouth end has a unique challenge. Most everyone expects a party at the end of a race, and expectations can run high.

The months of preparation followed a familiar crawl-walk-run pattern before it broke into a dead sprint. The schooners arrived! Plans now face the cold reality of action. Like chain reactions, weather affects arrival times, things break that shouldn't, people fall out, and everything that was planned now adjusts to the left or to the right to but it doesn't stop. It was much like a game of Tetris with falling blocks that need to be efficiently placed while the next one falls behind it...then silence. On the morning of the race the schooners captains met for final coordination and the vessels quietly slipped their lines and departed for the start line.

Like last year, I was also fortunate to experience the race as crew. With the pre-race activities resolved, I transitioned to serve as crew aboard the **Mystic Whaler** with Capt. John Eginton. Familiar with the schooner from previous transits I had not sailed this race on her yet. For the uninitiated, the race start is surely something to see. There is something very entertaining about seeing too many schooners in too small a sea space while crossing the starting line as they jockey for advantage. Although the race bears no monetary prize except for bragging rights, make

no mistake that the old adage holds true, "When two or more sail boats are in sight of another, there is a race."

This year the race was defined by a lull in the wind that left many boats sitting for hours waiting for the breeze to revive. Several schooners, however, had advanced enough to an area with good wind and continue on to a great finish. There was a little bit of everything to experience along the way. Sunny days and cooler clear nights were mixed with rain, a fresh breeze, and the becalmed wind. After two days we arrived safely in Portsmouth for another well-organized shore reception.

When it was all said and done, the *Great Chesapeake Bay Schooner Race* had raised their total contributions to the children's education programs of the Chesapeake Bay Foundation to \$178,000. The 2014 event also provided educational programs to 130 children in Baltimore and Portsmouth. Congratulations are in order to the following schooner crews and their captains who came in first in their class. Full results can be found at www.schoonerrace.org.

- Class AA: **Summerwind**, Kurt Sora
- Class A: **Light Reign**, James Turrell
- Class B **Apella**, Daniel Hall
- Class C: **Farewell**, Linda Gunn



The ever present spirit and memory of Capt. Lane Briggs motivates the race veterans to keep this event alive each year. They find solutions, make

challenging decisions, and move ahead with its planning and preparations each year while being inspired by him. At the race awards ceremony, Jay Irwin was awarded the Black Dog Trophy, pictured above. This non-annual award recognizes the individual who best supports the Schooner Race in the spirit of Capt. Briggs. The late captain was a friend to Jay. In his acceptance, Jay relayed to us all that aside from being a great benefit to the community, the race was meant as and still remains a venue to bring crews together at the end of the season. It allows them to reconnect, share, exchange, and celebrate each other's company before finally going their separate ways back home. In this way, people's lives are enriched and the schooner community stays connected and strong.

Capt. Lane Briggs passed away in 2005. Like many newer sailors and volunteers who join this event, I had never known him. Those like me begin to understand the spirit of his intent as we continue to participate in and support the race. Through meeting great schooner people at this event we also, in a small way, get to meet a little of Lane Briggs. It's my guess that this also the point of the *Great Chesapeake Bay Schooner Race*. See you next year.

Dogwatch

~ by Sam Hoyt

We have lost one of the staunchest supporters of the ASA with the passing in October of Roberta



Pulsch, pictured below. She was not only the Secretary of ASA but also a strong, albeit quiet, critic of our actions and the originator of a number of very intelligent suggestions.



Besides that, Roberta was much of the strength of the Pulsch family and supported Bob's boatbuilding efforts, for which one of them was named after her.

Her funeral was typical of the Pulsch family in that it was dignified but with a touch of humor as well. Roberta loved fireworks, but fireworks are illegal in New Jersey. Nonetheless, at graveside after several prayers, everyone was handed a sparkler, so she got her fireworks after all. There followed a very nice luncheon at the Pulsch house in Port Monmouth so we got to see the results of the raising of the house after Sandy. Now that it is fourteen feet higher, the bottom floor is a storage area for Bob's fleet of vessels. ASA was well represented as, in addition to son-in-law Bill Carton, sailing companions of Bob, including daughter Susan, Bill Comella, Vern and Kathy Brady and Susan Sodon all joined us there. Roberta, we will miss you very much.

The *Block Island Schooner Rendezvous* was a bit of a disappointment as only five schooners showed up. But one was **Brilliant** from Mystic Seaport and any time she is present is a good showing. Also there for the first time was **Tree of Life** but we didn't get to meet many of its crew. **Mystic Whaler** once again played host to the fleet with the lobster dinner on Monday evening and breakfast on Tuesday morning. And Geoff Kaufman, the chantey man from the Seaport was aboard again providing entertainment for all.

After breakfast Tuesday, the **Whaler** set sail, albeit in very light airs, for East Harbor on the north shore of Fisher's Island instead of Stonington. There, many aboard went swimming after one of the **Whaler's** crew did a somersault dive off the bowsprit. Yours truly did not swim as salt water washes away all your precious bodily fluids. Wednesday was a circumnavigation of Fisher's Island back to New London, again in very light airs. But we were treated to the sight of the Coast Guard barque **Eagle** coming through the Race on her way to New Bedford. Unfortunately, she was under bare poles.

News from around the schooner world...The South Street Seaport Museum is very much back in business and, as they put it, "sailing on." Upon her

rededication early this summer, the 1893 Fredonia fishing schooner **Lettie G. Howard** was designated the flagship of the Port of New York and New Jersey, a role in which she will provide education and training for students from the area. And the Seaport's other schooner, the 129 year old **Pioneer**, in addition to its regular sails for Seaport members, worked with the organization Sailing Heals by taking family members from the Ronald McDonald House on therapeutic sails. During our May sail on **Mystic Whaler** in New York harbor, we sailed up Buttermilk Channel and saw the **Lettie** and the **Sherman Zwicker** tied up in Brooklyn. Come mid-summer, the **Zwicker** was moved to the lower west side of Manhattan on the Hudson and opened up as a bar and grill. I haven't made it down there yet, but the article in the paper intimated that a meal there wasn't cheap. On one of our forays into the wilds of Brooklyn, we took the ferry back from the Ikea store in Red Hook. Crossing the northeast end of the harbor, we looked back and were excited to note that, of all the sailing vessels out there, schooners were the predominant rig.

Most news from the **Ernestina Morrissey** front has been of the good kind this summer. The Commonwealth of Massachusetts dedicated \$2.5 million to the restoration and private donors have kicked in another \$2.8. So, while it will be another few years before the work is done, **Ernie** definitely will be resuming her fifth life as a sail training vessel. And discussions are underway with Mass. Maritime Academy to provide winter berthing. The big event in the New Bedford area was the visit from the whaling vessel **Charles W. Morgan** on her first sail in a very long time. **Mystic Whaler** was out on Stellwagen Bands when the **Morgan** was sailing there and witnessed her in the middle of a pod of whales. How appropriate. Some not so good news was that **Virginia** had to suspend her sailing season in August for various reasons. And **Amistad** has gone into receivership.

John Eginton reported that a Rhode Island boatyard was in the process of the restoration of **Santana**, a 55' schooner once owned by Humphrey Bogart. The schooner was built in 1935 and the actor owned her from 1945 until his death in 1957. The current

owners, from California, will spend \$1.8 million for the refit which will take a reported 18 months.

For a variety of reasons, I didn't do too much sailing this summer and only twice on a schooner, **Mystic Whaler**, which, as always, was a delightful experience thanks to John and Pat. All of my other daysails were on Oyster Bay, twice on the oyster sloop **Christeen** and once on Woody Glenn's Herreshoff Fish class sloop. The latter trip was one of the strangest, windwise, as I've ever seen. Not only did the wind shift from north to south, or *vice versa*, every few minutes, but it could be from the south where we were in the middle of the bay and from the north just a few hundred yards away. And then it would go either east or west. Nonetheless, Oyster Bay is a beautiful place to sail and I am really looking forward to **Brilliant's** visit early next year.

Wishing everyone happy and enjoyable holidays.

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The GCBSR Black Dog Award

~by Nan Naworki



The **Black Dog Trophy** was created in 2006 to honor the individual(s) who supports the *Great Chesapeake Bay Schooner Race* in the spirit of Capt. Lane Briggs (1932-2005), the founder of the GCBSR. Named after Capt. Briggs' faithful companion, Reb, this bronze statue of a black dog signifies loyalty to the race mission and faithful and honorable support for the event without personal recognition. In the words of Capt. Briggs, "It's amazing what you can get done if you don't care who gets credit for it!"

The board of directors presents this award, honoring significant contributions to the race, as deserved and not on an annual basis, making it the most prestigious presentation of the organization. This year, **Jay Irwin**, pictured, 2nd to the right on pg. 5, received the *Black Dog Award*.

The Great Chesapeake Bay Schooner Race Perpetual Trophy was awarded to **Light Reign** (A Fleet), James Turrell at the helm, with the best corrected time at Thimble Shoal of 13 hours, 4 minutes and 58 seconds.

The Great Chesapeake Bay Schooner Race Clock, awarded for line honors at Thimble Shoal, the fastest schooner in the race, went to **Woodwind** with an elapsed time of 18 hours and 15 minutes.

The Howdy Bailey Buckle, awarded to a B or C Fleet schooner for line honors at Windmill Point, was given to **Farewell** (C Fleet), sailed by Linda Gunn, with an elapsed time of 17 hours and 18 minutes.

The Windmill Point Trophy, formerly the Michelob Chesapeake Bay Challenge Trophy was also awarded to **Farewell**, with the best corrected time at Windmill Point of 12 hours, 59 minutes and 21 seconds.

The Rebel Educational Trophy balances the triad of the Great Chesapeake Bay Schooner Race: a valiant race down the length of the Chesapeake Bay; historical preservation of the schooner fleet; and an education program focused on the heritage, ecology and natural resources of the Chesapeake Bay. We all know that it takes an experienced crew to race a schooner under full sail, but often the educational program the schooner carries along goes unnoticed. The schooners participating in the education program spend untold hours planning, fundraising, training and executing their educational program. The Great Chesapeake Bay Schooner Race Educational Program Committee selects the schooner deserving recognition for their contribution to this essential element. It is the schooners' educational programs that will perpetuate Capt. Briggs' vision of the Great Chesapeake Bay Schooner Race for generations to come. **Mystic Whaler** received the Rebel Educational Trophy this year.

Schooner Atlantic Starts a New Love Affair

~ by Jay Irwin with photos by Al Bezanson

In August 1954, Mary Genevieve Irwin (Ginny) and I honeymooned in Wildwood, NJ, where one of the main attractions in the Back Bay area was a new gift shop in the schooner yacht **Atlantic**. This was before our love affair with sailing and schooners, and we probably did not fully appreciate what we were seeing. Here was the three-masted schooner **Atlantic**, built in 1903, with a length of 227 feet, a beam of 29 feet and a draft of 16 feet. She had been capable of carrying 18,500 square feet of sail. A poster proclaimed she had won the Kaiser's Cup in 1905 by sailing 2,925 miles from Sandy Hook to the Lizard in 12 days, 4 hours, 1 minute, 19 seconds. All of this had little meaning to Ginny and me, landlubbers that we were at the time. As we arrived at the top of the gangway to sign the



roster we overheard the gentleman in front of us remark to the attendant that he had been first mate during the Kaiser's Cup race. Now I regret that I didn't have a conversation with him.

Later, during a Nor'easter, **Atlantic** broke her moorings and raced through the harbor unmanned, wiping out two or three marinas. After litigation

Atlantic was moved to Norfolk, Virginia, to take up the same role she had in Wildwood. Time and neglect then took their toll, and finally **Atlantic** settled to the bottom and deteriorated more.

During this time, Ginny and I were building a love affair with sailing. We were taught by Dr. Richard Von Rigler, and had full use of his twenty foot Delta sloop. Then one



day Doc called to tell me he was going to take a look at a schooner. She was built in Lunenburg, Nova



Scotia, as a four-dory Grand Banks fisherman. Now I was to become a skipper of a gaff rig schooner, 52 feet on deck. This got me thinking about **Atlantic** - especially her immense proportions. Through time I learned that **Atlantic** was the first to have aluminum masts made by the Glenn L. Martin Aircraft Company. I had grown up in the shadow of the Martin Company, and I still belong to the Glenmar Sailing Association, which started in 1947, when Martin was still active as an aircraft manufacturer.

As I became more engaged with schooners on the Chesapeake Bay, I met Capt. Lane Briggs of Rebel Marine. It was Capt. Briggs who founded *The Great Chesapeake Bay Schooner Race*. In conversations during tea time, I learned that in 1982 Capt. Briggs had been a hardhat diver and had been involved in raising the wreck of the **Atlantic**. It turned out she was too far gone and had to be scrapped. One of her masts was saved however, and cut down to serve as a flagpole in Norfolk. At Rebel Marine there is a lamp made from one of **Atlantic**'s blocks.



In May 2014, Al Bezanson and I were in Newport, Rhode Island, visiting Paul Morse aboard his schooner, **Tree of Life**. Paul suggested that while we were in town we might want to take a look at **Atlantic** over at Bannister's Wharf. "WHAT!?, **Atlantic**!?" We looked across the harbor, and sure enough, three very tall masts!



Dutch yachtsman Ed Kastelein had recreated a steel version of the original **Atlantic**, with the same lines and sail plan. The new schooner is a masterpiece, exquisite in all her details. She was built in the Netherlands at the Van der Graaf yard, launched in 2008 and first sailed in 2010. As we arrived at her slip I spoke to a gentleman supervising some hands that were varnishing the wheel and other brightwork. I asked if the first mate was aboard, and he responded that neither the captain nor first mate were present. When he inquired whether I had business with **Atlantic**, I answered, "No, just that, I had been aboard the original in 1954 when she was laid up in Wildwood." Well, that got his attention! He came directly to the rail and



introduced himself as Simon Davison, relief captain. Al and I were promptly invited aboard. He was thrilled to hear about the original boat. Then he told us that he had been aboard the first monohull boat that had finally beaten **Atlantic's** 1905 record! I did not catch the name of the boat; it may have been **Nicorette**, a Bruce Farr designed maxi which set a new monohull record in 1997, or **Mari-Cha IV**, another high tech boat, and first schooner with a faster time, in 2005, a hundred years after the Kaiser's Cup race. The trimaran **Paul Ricard**, sailed by Eric Tabarly had actually set a new record in 1980.

While giving us a personal tour of the deck lay-out, he apologized that he couldn't show us below because of the maintenance work being done. I replied that I was very happy just to walk on her decks, and to see after so many years that I had not exaggerated in my mind her deck length, or the size of her spars, winches and blocks for the running rigging.

As we strolled aft, he instructed the crew that was varnishing to replace the wheel in its normal position so that Al and I could have our photos taken at the helm. How lucky I have been to come in contact with so many good friends and vessels of every form. What a wonderful feeling!

Gloucester Schooner Festival

~by Al Bezanson, Photos by Len Burgess

Maritime Gloucester was host on a fine Labor Day weekend to twenty schooners. There was good food aplenty and time to mingle with crews and locals at The Mayor's Reception Friday night, a

Saturday afternoon Public Lobster Bake and the Sunday Night Awards Ceremony. Nearby - many fine restaurants, including an amazing number of early-to-open busy breakfast spots. On the waterfront in Gloucester work starts early and ample breakfasts with friends are a way of life.





Dockside space in Gloucester is scarce, but all the larger schooners were accommodated. Schooners moored or anchored were provided with free service in the Harbormaster's new 24 passenger launch. There were two convenient dinghy tie-up locations on the city side of the harbor. The local sea scouts were busy through the weekend helping in many ways and working like crazy at the Lobster Bake. This festival requires a lot of effort from dozens of volunteers. Still, there were a few glitches with the mooring/berthing, mostly from lapses in communication. In the future Gloucester will be tending more to this aspect, so important to the overall experience of visiting schooners.

Early in the season the expectation was for a great collection of large schooners. Then **Virginia**, **Amistad** and **Harvey Gamage** withdrew their intentions, victims in various ways of economic circumstances. Mark Faulstick with **Adventurer** had to abort for the second year in a row, this time from Cape May, for lack of crew and unfavorable wind. **Istar**, Stormy Mayo's newly-launched life's work would have participated but he was unable to beat back from Maine in time. That left a dozen schooners to join the locals. Skip Hoblin showed up in **Humble** with a new set of sails, then missed the race when his dog ran away before the skipper's meeting. Ed Boynton's **Sugarbabe** was sporting new sails from the same loft – Downs Sails, but Ed had to withdraw early in the race due to a rigging failure.

Preceding the Sunday race is a Parade of Sail past the Fishermen's Statue. It attracts more than a thousand visitors and hordes of photographers.

Daisy Nell briefs the onlookers about each schooner via loudspeakers and later showings on TV. The schooners make a pass by the late Joe Garland's house and fire off a salute to Helen as they leave the harbor. There is time to jockey around outside Eastern Point for a couple hours, for the start is timed to take advantage of the usual afternoon sea breeze.

The race plan is for a back and forth beam reach with six legs of two miles each, in a figure eight, so there is no need to jibe. If the wind doesn't change it's a drag race with schooners coming and going like they were in I-95 traffic. Great for close-by views and photo ops. This year there was ample wind, which changed direction and forced some tacking, and that made it more interesting. In the past there were three classes with no handicaps, not particularly rational, as old traditional rigs were matched with modern more competitive boats so, a new Special Class was added this year for the stays'l Marconi rigs **Light Reign**, **Apella** and **Tillicum 1**, which had the fastest time in the entire fleet last year. With so few entries, such a wide range in sailing performance, a reach-reach course and a time limit of about three hours it would be quite a challenge to establish rational handicapping. So for now it is what is – a race/parade and a lot of fun, jostling in traffic with none but schooners of all sizes. It is a big improvement over the way the race was run in the past, when there was too much tacking and too many DNFs.

In the Large Class (over 80 ft) John Foss again won handily in his 1932 bald headed **American Eagle**. Stefan Edick sailed **Adventure** to second place, seven minutes ahead of **Roseway**. **Liberty Clipper**, another loyal regular in this race, was fourth. The Medium Class (45-80 ft) was a race of classic beauties, **Brilliant**, newly-restored **Hindu**, **Tyrone**, **Thomas E. Lannon**, and **Perception**, in that order. While Nicholas Alley sped around the course in **Brilliant**, Harold Burnham just sailed about in **Ardelle** for the enjoyment of the volunteers who helped build her.

The Small Class (<45 ft) got off with most of us in a tight race on the first leg. Then, rounding the first mark, NASCAR fashion, **Estrela** spun out (caught

in irons), unnoticed by **Bald Eagle**, from which the crew were looking astern at **Sugarbabe**, which appeared to be running into the rail (turning mark), not realizing that **Babe** had nowhere else to go because **Estrela** was now right there on her bowsprit like a roadblock. The tide had been carrying her backwards at about 1½ kt. So there was a fender bender when **BABE** chose to T-bone **Bald Eagle** rather than **Estrela**. It was a glancing blow with minor damage and no injuries. It was nice to have David Collier return to the race in **Renegade**.

Also in the Small Class was **Redbird**, a scaled-down 32 ft. version of **Black Pearl**. Daisy Nell and Stan Collinson, who had sold their schooner **Shearwater** and bought a cutter were stricken with seller's remorse, got rid of the cutter, found **Redbird** in VA, and brought her to Gloucester. They are now hoping for more brigs to show up in the future for yet another new class.

The Gloucester no-handicap beam reach race is probably going to carry on. For skippers that are passionate about racing, there is a Gloucester-Provincetown race the day after Labor Day. And the weekend prior to the Gloucester Festival there is a Schooner Rendezvous in Block Island. Perhaps those so inclined could wager as they choose for the run up Buzzards Bay and Mass. Bay to Gloucester. Stay tuned, there is still a future for schooner racing.

With the collapse of fishing in the northwest Atlantic, Gloucester is in the throes of major change. The Schooner Festival has been of great value to the city for helping to keep its unique place in history in the limelight. Thanks to all the participating schooner owners and dedicated volunteers!

**Keep watch for information due out soon for the
2015 ASA Annual Meeting
Saturday, 21 February 2015
Latitude 41°, River Room
105 Greenmanville Ave., Mystic, CT**

**25 Rooms have been reserved at the
Hampton Inn, 6 Hendel Drive, Mystic, CT.**



Dan Crawford with **Apella** is a new member and seems to be enthused about ASA. He was 2nd in class in Gloucester, 1st in the GCBSR. His boat is a **Shearwater 45** designed by Dudley Dix who was aboard for the race.

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The advertisement for Lee Sails features a photograph of a sailboat with white sails on a blue sea. The text "LEE SAILS" is prominently displayed in the upper right corner. On the left side, vertical text reads "Building Quality Traditional Sails Since 1947". At the bottom, it says "Get Your Quote Today!" and provides the website "www.lesailsne.com" and phone number "207.701.1421".

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The advertisement for Epifanes features a large, stylized red liquid dripping from the top, resembling a Rembrandt-style portrait. Below the drip, the text "Think Rembrandt." is written in a serif font. At the bottom, the "EPIFANES" logo is shown with a colorful fan-like graphic, followed by the website "www.Epifanes.com" and phone number "1-800-269-0961".



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