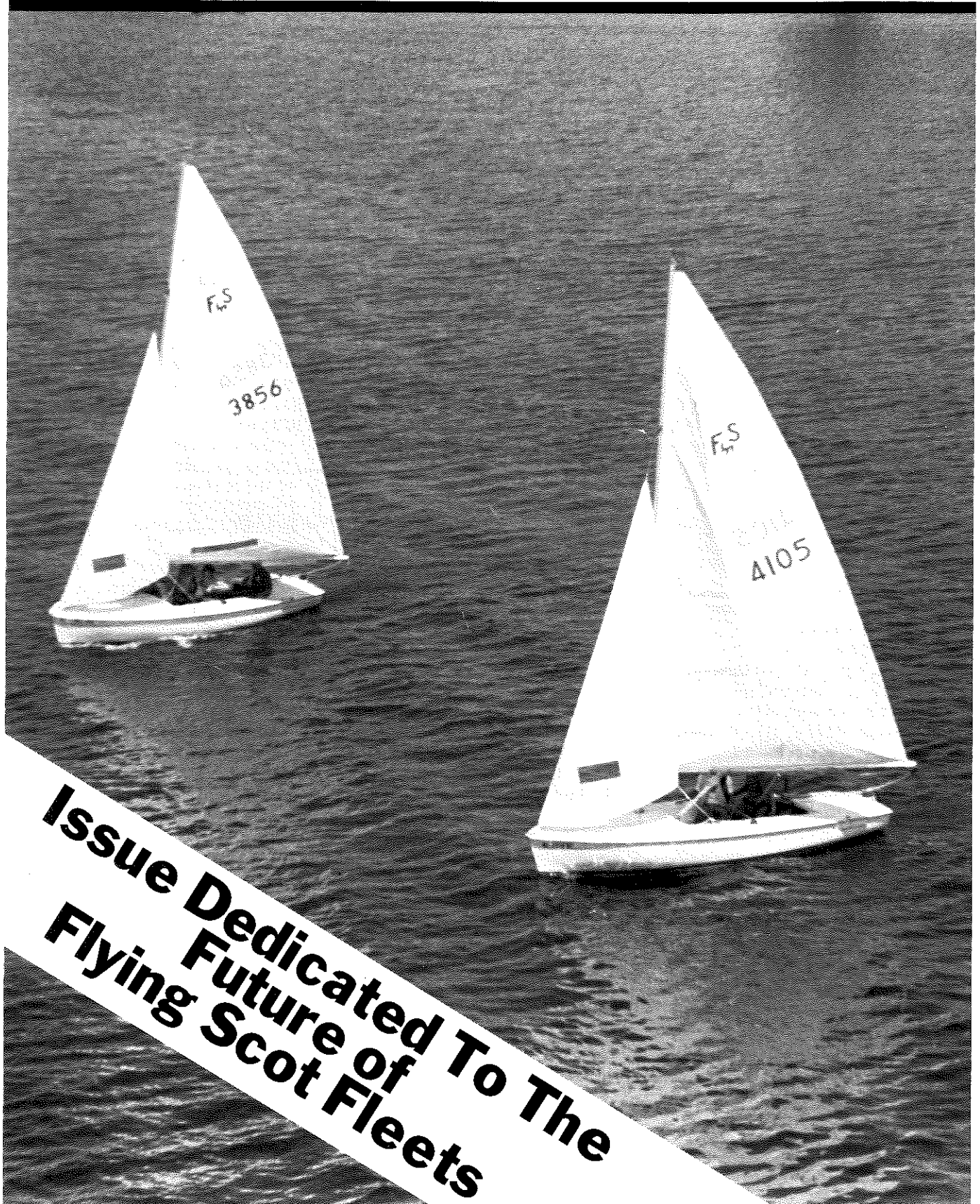


Scots n' Water

OFFICIAL PUBLICATION OF THE FLYING SCOT SAILING ASSOCIATION

VOLUME XXVIII, NUMBER 2, MARCH/APRIL 1986



**Issue Dedicated To The
Future of
Flying Scot Fleets**

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Cover Photo: A bird's eye view of Fleet 27's 1985 Memorial Day Un-Regatta, chronicled in the November/December, 1985 issue. (Photo: Paul Lassiter, FS 3500)

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Scots n' Water

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THE TIE THAT BINDS

Day sailor. Solo sailor. Family sailor. Race 'week-end warrior.' Regatta 'circuit rider.' Racing 'rock star.'

This seemingly disparate group of people all with differing backgrounds, abilities, and purposes — share one thing in common: the love of sailing. It is the tie that binds.

A non-sailing friend recently jokingly told me that he heard that the two happiest days of a sailor's life are the day he buys his boat . . . and the day he sells it! While there is undoubtedly some truth in my friend's observation, for most of us there are many good days in between.

Unfortunately, the days between are increasingly losing their luster for many sailors of small, one-design boats. A national trend, the decline in small boat sailing activities has affected numerous classes of excellent sailing craft. Several once-popular, vital classes have lost buyers, sailors, and consequently, their builders. Of the classes surviving, many border on the brink of extinction. The number of classes and the 'healthy list' dwindles daily.

The good news is that the Flying Scot continues to head the list of 'healthy' classes. Our principal builder, Gordon Douglass Boat Company, continues to sell out its production run of 100-125 boats a year. We have a western builder that has built more than 10 boats since it began a short time ago.

The bad news is that Eric Ammann, of Douglass Boat Company, reports that it is increasingly hard to sell the boat in a market where 'big is better', low gas prices and still-large vehicles permit the purchase of 'trailerables', and financing for small boats is nearly impossible in many parts of the country.

Is the boat in peril? As yet, no. Sales continue strong.

Is the Class? In a word, yes. But it is a qualified yes.

Beginning my third year as your editor, I can tell you that the vast majority of contacts I receive have to do with members whose fleets are dying. These members are disappointed and discouraged. They do not really understand why it is happening. More importantly, they do not understand what to do about it.

Think about your own fleet. With some notable exceptions, most fleet activity is down. In some cases, dramatically.

The vast majority of contacts I receive have to do with members whose fleets are dying. They are disappointed and discouraged. They do not really understand why it is happening or what to do about it.

Our Association has chartered but three fleets in the last two years. That number's significance grows when we see that the Association has also had to drop the charter of four fleets and suspend five others for lack of active membership during the same period.

Further, after several years of increasing Association membership, or at least holding our own, our membership dropped in 1985. The drop was not large, but it was, nonetheless, a sign of the problem that many other top one-designs have suffered from for the last several years.

Where is the 'qualified' in the "qualified yes" you're asking. It's there in the fact that we still are selling about 125 boats a year. We did attract a new builder. We have chartered new fleets. Several fleets that were facing extinction have come back to be stronger than ever before. It's there, in the fact that people in the Class have recognized the problem and are taking active steps to combat it.

The viability of small-boat sailing affects each person in this Class; each person who reads this magazine. The viability of the Class affects the Flying Scot, itself. For without a strong class association, few small sailboats survive over time.

Fleet activity is the life force of not only the Association but of the boat itself. When people question the services and usefulness of the Association, they are really questioning their own fleets for the Association is nothing but an organization of like-minded sailors into fleets. Most requests that I have received for services from the Association have been ones that would have been better served by the local fleet; in some cases, the

local fleet would be the only one to provide the requested help. The importance of the fleet extends beyond just helping the Class. Our builder reports that unless a Scot buyer joins a fleet and becomes active, he or she will stop using or sell their boat within five years!

This, then, is a problem that affects all of us. Whether your particular fleet is weak and on the ropes or is strong and defeating the on-lake competition, the decline of small boat sailing and fleet activities affects you either directly or indirectly.

This issue of *Scots n' Water* is a gamble. Never before have we devoted an entire issue to one topic. To my knowledge, no class publication has. I feel, however, it is a gamble worth the risk of offending some who would rather read the regular features and their regatta's results. If concentrating on this important topic helps save one dying fleet, strengthen a marginal one, or stimulate the sharing of a strong fleet's successful techniques, the gamble will pay handsomely.

As your editor, I have picked the minds of those who know about small boat sailing. You will read what experts such as Olaf Harken have to say. The United States Yacht Racing Union has been extremely helpful in providing statistical data and ideas. Eric Ammann and Harry Carpenter have provided their expertise as the outstanding principal builder of our boat. The top three fleets in last year's 'Fleet of the Year' awards have shared their techniques, as have two fleets that have staged remarkable turn-arounds in fleet membership in the past few seasons.

I encourage you and your fleet to join me in the gamble. Read this issue and discuss it, *before* the season begins. Lay your plans. Execute them well. Evaluate your success at season's end. Finally, share your results with others. Send your fleet's experiences and ideas in to *Scots n' Water* so that we can begin a new, regular column of successful fleet-building ideas.

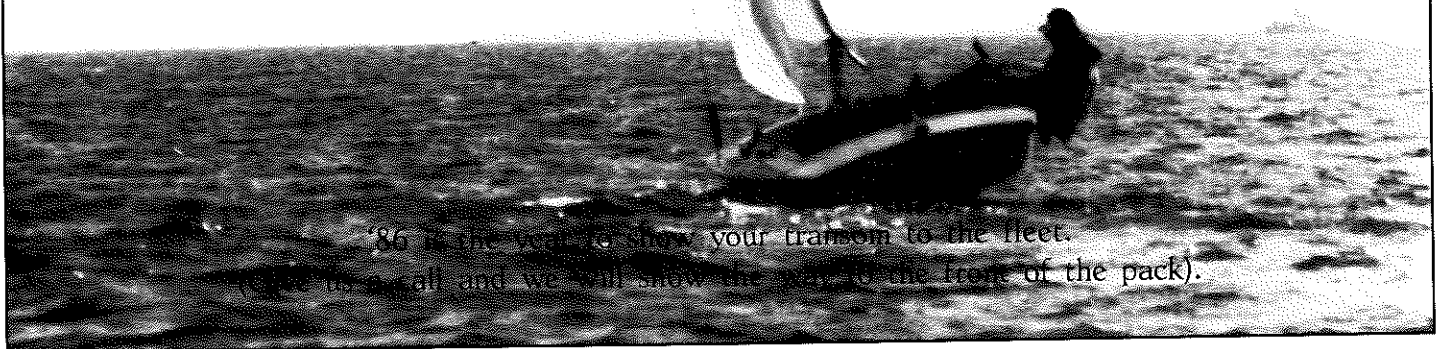
Together we can stem the tide. Together we can build our fleet and our Association. Together we can strengthen the tie that binds.

Pat Barry,
Editor

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| () Mainsail Foot Shelf \$30 | () Brummels on Spin \$10 |
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| () Vision Window ea. \$15 | |

Name _____

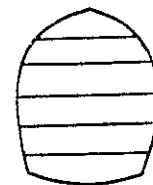
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Who's In The Market To Go Sailing?

Chart 1 IMAGE OF SAILING SURVEY

A survey of non-sailing consumers

Words used to describe sailing:

Positive:	Negative:
Exciting	Expensive
Romantic	A status sport
Exhilarating	Slow
Fun	Dangerous
Relaxing	Difficult
Beautiful	Out of reach

Provided by International E22 Class Association

As any casual party conversation will show, "when a sailor talks, people listen." To most people, sailing represents the outdoors, return to nature, mastery over the elements, and escape from the woes of the world; all of which is mystical and magnetic. As a sailor yourself, you certainly appreciate these reasons. But do you remember what you felt before you began sailing? The following information is designed to provide a picture of who sails and why.

A survey of non-sailing consumers, published in a 1985 International E22 Class Association document, found that

77% of people who do not sail expressed a desire to do so. Other studies show that over 50% of all non-sailors surveyed name sailing as the sport they would most like to learn. To this large amount of people sailing conjures up particularly clear and usually positive images, as indicated in **Chart 1**. What might also be noted, however, is that several of the descriptive words show that while non-sailors would like to go sailing, they also think it may be unadvisable or difficult to do so.

While sailing appears to hold high esteem in people's fantasies, the reality is that sailing, particularly small boat sailing, does not comprise as large a percentage of the boating public as one might expect given the generally positive responses elicited from would-be sailors. While **Chart 2** indicates that over 67 million people participate in recreational boating, only a little more than 1 million of 13 million boats in use are of the small, one-design variety such as a Flying Scot. While there may certainly be some overlap into other categories, it is clear that those owning small sailboats such as a Scot, are not as great in number as one might project.

Having looked at what non-sailors think of sailing and what the distribution of

boats-in-use actually is, the final **Chart 3**, contains a number of interesting facts that provide a pretty good picture of our fellow sailors.

While this information alone will not build your fleet, it may be helpful to know in planning activities for both the prospective sailor or fleet member, as well as for members of your own fleet.

Chart 3 U.S. SAILOR DEMOGRAPHICS, 1984

Number of Sailors

- 10.6 million sailors
- 2+ million women sailors
- 23% growth since 1979,
- 52% growth since 1973

Boat Ownership

- 84.7% own a boat
- 64.6% own 2 or more boats

Boat Size and Cost

- 13.6% 30' or longer
- Median cost of \$91,168.
- 86.4% Less than 30'
- Median cost of \$10,183.

Reasons for Sailing

- 83.1% daysail
- 68.7% sail overnight or cruise
- 43% race

Time Sailing

- 59.5 days a year

Sailing Expenses

- \$5,395 per year

Background

- 76.7% are married
- 92.8% are college-educated
- 89% own their own home
- \$90,700 Average household income
- \$63,000 Median household income

Sailors are active in other sports:

- 77% Other water sports
- 58.6% Racquet sports
- 41.9% Running
- 24.6% Golf

Demographic material based on Neilsen surveys, boating industry publications, USYRU surveys, and surveys by major sailing periodicals.

Chart 2 1984 U.S. BOATING POPULATION

People Participating in Recreational Boating	67,172,000
Water Skiers	15,480,000
All Boats In Use	13,498,000
Inboard Boats Owned (includes aux-powered sailboats)	7,332,000
Non-Powered Sailboats Owned (sailboards not included)	1,144,000
Inboard/Outboard Boats	944,000
Open Deck Boats Owned	111,000
House Boats Owned	29,500
Misc. Craft Owned (Canoes, rowboats, dinghies, and other craft)	3,506,500
Marinas & Boat Clubs	5,798
Total Retail Spending	\$12,340,000,000

(New and used boats, engines, accessories, fuel, insurance, launching, docking, storage, repairs, and club memberships.)

Data provided by USYRU and based on the actual state and Coast Guard registrations and estimates of non-registered boats.

THE STARTING LINE

MIDWINTER CHAMPIONSHIP

April 1-5 — See Notice of Regatta in this issue.

NORTH AMERICAN CHAMPIONSHIP

July 21-25 — See Notice of Regatta in this and future issues.

JUNIOR NORTH AMERICAN CHAMPIONSHIP

July 19-20 — Gulfport Yacht Club. See NAC Notice of Regatta for details.

CANADIAN NATIONAL CHAMPIONSHIP

August 9-10 — Stoney Lake, Ontario, Canada. (70 miles northeast of Toronto.) Hosted by Fleet 148. Open to ALL FSSA members. Further information in future issues of *Scots n' Water*. Contact Kenzie Dickson, 24 Owen Blvd., Willowdale, Ontario, Canada M2P 1E9.

CAPITOL DISTRICT

The following regattas are open to ALL FSSA members. Events marked with an * are sanctioned for high point competition by the CBYRA. Contact the host fleet for details. Information is also available from Governor Dennis Morris (703) 256-4276 and CBYRA Representative Larus Newby (703) 684-8078.

April 19 — *Azalea Festival. Norfolk, VA. Fleet 137.

May 10-11 — *Azalea Cup. West River, Galesville, MD. Fleet 97.

May 24-25 — *Spring Regatta. Potomac River, Washington, DC. Fleet 42.

GULF DISTRICT

April 12-13 — Annual Crawfish Regatta. Lake Arthur YC. Contact Al Rees, 111 Ronald Blvd., Lafayette, LA 70503. (318) 234-6878.

CAROLINAS DISTRICT

May 3-4 — Carolinas District Championship. See details below.

May 3-4 — Great 48 Regatta. Lake Norman YC, Charlotte, NC. To be held in conjunction with the Carolinas District Championship. Five races. 10 awards; 5 for each event. Contact Len McLaughlin, Box 6113, Spartanburg, SC, 29304. (803) 579-2689.

MEMBERS

Your Association would like to publicly thank the many members of the FSSA who have helped their Class by their significant monetary contribution when submitting their 1986 dues. In addition to the previously published contributors, please recognize **C. E. LANPHIER #2621** in the Friend category. Please consider helping your Association in a similar manner if your circumstances will permit.

NEW YORK DISTRICTS

July 26-27 — Greater NY District Championship. Shore Acres YC. Shore Acres, NJ. Host Fleet 31. Open to ALL FSSA members. Five races series on Barnegat Bay. Contact Dick Armiger, 6 Indian Spring Rd, Budd Lake, NJ 07828. (201) 691-0169.

FLORIDA DISTRICT

April 19-20 — 5th Anniversary Regatta, Mount Dora, Florida. Sanctioned. For information contact: Chuck Smith (305) 399-6436 or Clinton Smith (305) 831-6688 day/ (305) 699-0584 night

NEW YORK LAKES DISTRICT

Aug. 16-17 — Border Regatta. Gananoque in the 1000 Islands area. Contact Kenzie Dickson, 85-2220 Midland Av, Scarborough, Ontario, Canada M1P 3E6.

OHIO DISTRICT

May 17-18 — Buckeye Regatta. Hoover YC, Westerville, OH. Hosted by Fleet 37, this event kicks off the active Ohio District schedule. Contact Jack Huling, 677 Winmar Place S., Westerville, OH 43081. (614) 882-4591.

FS SAILING SEMINARS

June 6-9 — T-J Sales Co. Portage Lake, Pinckney, MI. Over a decade of successful Racing Seminars. All FS owners welcome. Contact Tom Ehman, 8930 Dexter-Pinckney Rd, Pinckney, MI 48169. (313) 426-4155.

June 13-15 — Gordon Douglass Boat Co. This inaugural seminar will be held on Deep Creek Lake, Maryland, the 'home' of the Flying Scot. Staff will include Graham Hall, Harry Carpenter and Eric Amman. \$30 registration. Boats will be available for charter. Contact Tom Murphy, 6827 Dunbar Road, Baltimore, MD 21222. Or call GDBC at (301) 334-4848.

FS NORTH AMERICAN CHAMPIONSHIP JULY 21-25

Site	The 1986 Flying Scot North American Championship will be held from July 21 through July 25, on the waters of the Gulf of Mexico. Gulfport Yacht Club of Gulfport, Mississippi, is the host club and organizing authority.
Attractions	Gulfport is a resort area on the Gulf of Mexico. Excellent seafood and exciting nightlife abound. Local attractions include the nearby Marine Life Aquarium and Offshore Barrier Islands. New Orleans is 70 miles away.
Sailing Conditions	Winds in July should be moderate, in the 8-15 knot range. Since this is a Bay, there is usually a chop, but not large wave action. Temperatures are in the high 80's.
Club Background	Gulfport YC has conducted numerous important regattas including the Laser Mid-Winters, Nationals and Worlds, the Sunfish NAC, and Finn Mid-Winters.
Further Information	Information on Housing, Registration, Costs, Courses, etc., will be printed in forthcoming issues of <i>Scots n' Water</i> . Contact William Weatherly, 140 Southern Circle, Gulfport, MS 39501. Home: (601) 896-1695. Work: (601) 863-4835.

Who Sails Flying Scots?

In the spring of 1983, Scots n' Water published the Association's first comprehensive survey of the class membership. While the number of respondents was less than anticipated or desired (250), the respondents seemed to represent a pretty broad cross-section of the Class. The data generated is voluminous, thus only the highlights are presented. A serious perusal of the highlights presented will provide many pieces of information valuable in soliciting prospective Scot sailors and should aid in providing services to new or existing fleet members.

A Graphic Picture of the Flying Scot Sailor

FSSA MEMBERSHIP SURVEY

Ownership	86% are first-time Scot owners	Sailing Experience	76% 6+ years of sailing before the Scot 5% 1 year or less experience	Barriers to Racing	1. Time 2. Crew availability/ability 3. Tie: Skipper ability Cost of travel/fees
Reasons for Purchasing	1. Sailing Characteristics 2. Local Fleet Activity 3. Comfort 4. Safety 5. One-Design nature 6. Construction 7. Reputation	Sailing Ability	92% Moderate-accomplished in pleasure sailing skills	Affiliations	76% Local FS fleet 67% Sailing/yacht club 45% USYRU member
58% sailed a Scot at least once before purchase.		Based Upon Self-Ratings	22% Have never raced 60% Moderate racing skills 19% Accomplished in racing skills	Demographics	
Flying Scot Use	51% Pleasure sailing 39% Race 10% Cruise	Racing Experience	42% Local racing only 28% Occasional regattas 18% Districts/Mid-Winters/NAC	Average age	45
Sailing Companions	1. Spouse Only 2. Regular Crew (non-spouse/family) 3. Friends 4. Whole Family 5. Children only	Races per year	57% 20 or less 43% 21 or more	Education	85% BA or beyond
				Occupation	54% Business 9% Sales 14% Health 11% Education 7% Government 5% Retired
				Income	64% \$40,000; + 22% \$10-39,000



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Notice of Regatta

FS Midwinter Championship April 1-5, 1986

Site The 1986 Flying Scot Midwinter Championship will be held from April 1 through 5, on the waters of St. Andrews Bay. St. Andrews Bay Yacht Club of Panama City, Florida, is the host club and organizing authority.

Rules The regatta will be governed by the 1985-88 International Yacht Racing Rules, the prescriptions of the USYRU, the Class Rules of the FSSA, and by the Sailing Instructions.

Eligibility The competition shall be open to all FSSA registered sailors. Competitors must meet all ownership, class membership and yacht measurement requirements and must have paid all event fees.

Schedule	Day	Time	Event	Day	Time	Event
	Tuesday	April 1	Registration and Sail Measurement	Friday	April 4	1000 Race 4
	Wednesday	April 2	Registration and Sail Measurement			1400 Race 5
			1400 Race 1			1800 Fish Fry
			1800 Oyster Party	Saturday	April 5	1000 Race 6
	Thursday	April 3	1000 Race 2			1300 Awards
			1400 Race 3			
			1800 Cocktail Party			

Racing The Midwinter Championship will consist of as many as six races. If all six races are run, the competitor's worst finish shall be discarded. Competitors shall place themselves in either the Championship or Challenger Division.

Courses Racing will be run on Olympic courses or variations thereof. Course length and sailing location will be determined based on sailing conditions.

Scoring The Low Point Scoring System, Appendix 5A, of IYRR, will be used.

Prizes Prizes will be awarded to at least the top seven finishers in the Championship Division and the top five finishers in the Challenger Division.

Measurement All sails will be inspected using the official FSSA specifications for sails. Sails that have a stamp from the 1985 N.A.C. will be waived from measurement. All hulls and equipment shall conform to FSSA specifications but will not be measured. All required and safety equipment shall be carried on board.

General A Midwinter Warm-Up Regatta will be held March 29-30 at Ft. Walton Beach, YC, approximately 50 miles west of St. Andrews Bay YC.
Docking and mooring facilities at St. Andrews Bay YC will be available beginning Friday, March 28.

Entries Entry fee is \$35 if pre-registered by March 29. Add \$5 for regatta site registration. Checks should be made out to Midwinter Regatta Fund.
Registrants should include their name, address, sail number and home fleet number.

Housing Some on-site tent and RV camping is available on a first come — first served basis. All motels are located within 15 minutes of St. ABYC. They are listed in order of proximity to the club.
Bayside Inn, 711 W. Beach Dr., Panama City, FL 32401. (904) 763-4622. **Howard Johnson's**, 4601 W. Hwy. 98, Panama City, FL 32401. (904) 785-0222. **Days Inn**, 4810 W. Hwy 98, Panama City, FL 32401. (904) 769-4831. **Ramada Inn**, 3001 W. 10th St., Panama City, FL 32401. (904) 785-0561.

Sailing Instructions Sailing Instructions will be available at registration.

Contact Mail entry and check (payable to Midwinter Regatta Fund) to Mrs. Betty Smith, P.O. Box 406, Panama City, FL 32402.

Why Aren't More People Sailing?

If the studies are right and sailing is the number one sport that people would like to learn in this country, why aren't more people sailing?

Olaf Harken, co-creator of the now-legendary Harken roller bearing and ratchet blocks and co-founder of Vanguard Boat Company, discussed the problem of declining interest in small boat sailing in "Big Trouble in Small Boats", published in *Sailor* magazine, March 1, 1985. "We've been building one-design boats since 1967, and I think that small boat sailing is by far at its lowest ebb — I have never seen it at a lower ebb in terms of the number of builders, the number of classes that are healthy, the attendance at events and club racing programs — all of it is just way, way down. According from the statistics that we receive each month from the NMMA (National Marine Manufacturer's Association), I would say that it's been going down at a rate of approximately ten percent a year for the last four years — it's staggering — it's not a small amount."

During my travels as your Editor for the past two years, I talked with enough people in our class to see that while the Flying Scot is much stronger than most one-designs, the problems that affect the sport as a whole have begun to affect our boat and Association, as well. Intrigued and concerned, I have spent the last two years researching, reading, and talking with builders, suppliers, and sailors in many classes in an effort to answer the perplexing and potentially deadly question of why more people aren't sailing one-designs. I have learned that the reasons are complex and inter-related, requiring an integrated approach to solving them. While specific solutions are not presented in this section of the issue, the causes in the decline of small boat sailing often suggest solutions. To wring our hands, shake our heads, and watch one-design sailing in general, and Flying Scot sailing in particular, slowly sink just out of our reach is unacceptable. We must find solutions, often at the local fleet level, to the following factors which have caused the recent progressive decline in one-design sailing.

*Small boat sailing
is by far at
its lowest ebb
It's been going down
at a rate of 10% a year
for the last four years
It's staggering!
For many, sailing is
just not fun anymore
and people want to have fun.*

COST IS HIGH

Perhaps the biggest barrier to increased participation is the cost of the boat and its subsequent frequent expenses for maintenance, mooring, repair, travel and club membership. The unknown sage who opined that "A boat is a hole in the water into which you pour money" was more accurate than humorous. The reason sailboat ownership — even of small one-designs — is so expensive is detailed in the following 9 reasons.

Boat costs are high and increasing. Olaf Harken, a builder himself, says "A small boat now costs a lot of money. You know, builders are sometimes accused of making an obnoxious profit on these boats, but the truth is that boatbuilders are not making any money or there would be more out there." The simplest of all sailboats — the Sunfish now retails at nearly \$1,500 with bigger one designs — such as our Scot — costing in the \$8-10,000 range. It is price that many simply cannot afford.

Further, as we all know, the cost of ownership beyond the initial purchase price is often extremely high. Added to his monthly payment, the average sailor must also pay storage and mooring fees, equipment replacement and repair (a full set of Scot sails is now about \$900), club membership fees, insurance, and travel expenses if the boat is taken to regattas. A formidable barrier to many!

Financing is difficult to obtain. USYRU reports that in many places in the country, banks simply will not loan money on boats that cost less than \$10,000.

This encourages and in some cases forces the buyer who has several thousand for a down payment and can afford monthly payments to purchase a 'big boat.'

'Big is better'. This patriotic, all-American philosophy extends to sailboats as well as property, houses, and automobiles, as any seasoned salt knows. Big boats are seen as more comfortable, more stable, and safer. Further, these boats, even of the smaller variety, fulfill the common man's fantasy of 'sailing the seven seas', a fete not frequently contemplated nor often attempted in one-design daysailors.

Gas prices have remained stable. Because they have, the trailerable, small cruiser market that virtually sank in the late 1970's has re-surfaced to be as strong as ever. The fact that Americans have also decided that big cars are once again desirable has enabled them to tow larger boats once again.

Small 'big boats' are affordable. Given the ability to finance them and tow them, people are now looking at these mini-cruisers again. What they are finding is that a used trailerable is often the same price as a new larger one-design. Some mini-cruiser builders have sacrificed quality and features enabling them to sell their boats for not significantly more than a new larger one-design.

Poor Class controls increase costs. Though not a problem in a strict one-design like a Scot, many other one-designs allow the 'tweaking' of tolerances thus encouraging builders to experiment to find the ultimate design. This experimentation increases purchase cost and also decreases the value of the used boats as the less-desirable versions are dumped on the market and re-sell for low prices. Many big-name, highly respected one-design classes that the Flying Scot competes with in the marketplace suffer from just such a problem. While their loss is occasionally our gain, the greater loss is to one-design sailing as a whole.

(Continued on page 10)

Many builders have disappeared. For a whole host of reasons, many builders — some once highly respected — have folded. Harken comments, "There used to be 40 to 50 one-design builders — more than just little tiny shops — that were producing between 50 and many hundreds of boats a year. And today I would say that there are less than a dozen. Even the catamarans are way down. The scows are suffering, too, and they are one of the strongest classes. It's very, very far down . . ."

Renting is seldom an option. While large boats are increasingly chartered, both domestically and in foreign ports, it is seldom possible to find a marina that will rent various size daysailors for the casual sailor. Are there any in your area? What's worse, is that even when they are available, few people realize it and do not take advantage of the low cost and availability.

People perceive sailing to be expensive. And, of course, it is. But that perception often stops them from getting in at the entry level of a small one-design. As a Flying Scot salesman myself, I have heard countless times "I can't afford a Flying Scot." When I inquire whether they would consider a previously owned Scot, they often respond with "That never crossed my mind." The perception of cost keeps many people from even setting foot on a dock.

CURRENT TRAINING AND INSTRUCTION IS INADEQUATE

It is so at all places, in all levels, in all classes of one-designs in this country. It affects the non-racer and racer alike. Why does it happen? A combination of poor marketing by dealers and unintended insensitivity by fellow sailors.

Boat sales companies don't often provide instruction. Many one-design dealers do not have the benefit of an on-water locale. Thus, working out of a parking lot, there is little instruction they can or do offer the neophyte sailor. Learning that training is not part of the boat's price will often scuttle a sale. Even if the person persists and buys the boat, instruction given in a parking lot or via a manual will not prove very adequate when the beginner attempts to rig and sail the boat for the first time. Without instruction, the beginner will seldom sail his boat beyond the first season or two.

Thus the dealer often discourages both sales and sails.

Yacht clubs often do not provide training and instruction. A beginning sailor reasons that if he joins a club, he will get instruction. Sadly, he is often wrong. Most clubs are oriented toward the racing sailor and offer little — if anything — for the beginner. It's an unspoken 'given' that someone who owns a boat and joins a club knows how to sail.

But what of the racer? Surely he is provided instruction. Again, that is often a wrong assumption. While many clubs do offer beginning race instruction, most clubs offer little beyond that to insure a continuous amount of improvement. The racer who follows the fleet around the course will usually not do it for long. By and large, sailors are pretty successful people in their careers. To be continually unsuccessful on the race course, with no help in advancement, will usually be enough to discourage further racing. A year or two later, former competitors will often be heard saying "I wonder whatever happened to old what's-his-name. He just stopped coming around. I wonder why?" It shouldn't be hard to figure out!

Many clubs offer little for women sailors or Juniors. Only about 20% of all sailors are women; fewer still actually skipper a boat. Have you noticed that too? While there are probably many reasons for this, the fact is that there are few programs set up to encourage and train women sailors. Without those programs, most women sailors end up crewing only or providing the pot-luck meal at the annual awards party. All the while thinking that this is the way it is supposed to be. What a waste of talent!

What about the kids? Many clubs have excellent programs and it is easy to see what happens. In our own class, most of the top sailors are coming out of the Gulf Coast (sorry northerners, it's true!) where there are strong junior programs. In most clubs that I have been to, the Junior 'program' consists of Dad taking Junior out and teaching him to race. Ever see a parent teach their child to drive? Is it any wonder that these 'personal' and 'informal' programs succeed in driving the kids away from sailing?

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SAILING IS NOT AS FUN ANYMORE

You may be saying "Well, I still enjoy it" and so you may be. But for an increasingly large number of people, sailing simply isn't fun anymore. Part of it has to do with the cost and the lack of training mentioned above. But it goes deeper.

Lack of training causes fear. Typical scenario: Dad goes out and buys a boat. After donning the appropriate deck shoes and captain's hat, he casts off with the family aboard. Things go well until the wind picks up. Wife and kids are not fools! They look back at dad on the tiller and see a look of terror as he realizes he doesn't know how to handle this boat in a breeze. The family panics. Dad yells. Hopefully they make it to shore somehow, whereupon the 'crew' mutinies and heads for the nearest snack bar to drown their sorrows. A week later Dad happily announces that "we're going sailing today" and is astounded to find that his crew refuses. Being scared is not fun and sailing is supposed to be fun. They're scared and they're not going to do it again. How often have you heard stories like this? Probably too often.

The level of competition has increased. While this is probably expected due to the nature of sailboat racing and our desire to improve, it is not always good. As people push harder and harder to gain that elusive 'edge', they often make it harder and harder for the 'week-end warrior' to compete. But finishing poorly is not the only problem. On the course itself many find themselves intimidated by competitors whose knowledge of tactics and the rules may be superior (or alleged to be so in the heat of the moment!). How often have you heard beginning racers say "I'll just stay out of the way and start a few minutes after everyone else"? Surprisingly, even sailors of moderate ability have that same feeling when confronted with the 'pro' of the starting line at a mark rounding. For these sailors, the lower finish is not as significant as the discouragement and intimidation they suffer on the course. With no help from the regatta-bound 'pro', the situation will only deteriorate.

Fleets concentrate heavily on race activities. They do this because they reason that people don't join a fleet unless they want to race. What about the other 10, 15, 20 or more Scots

**To wring our hands, shake our heads
and watch one-design sailing sink
slowly out of sight is totally unacceptable**

(Continued from page 10)

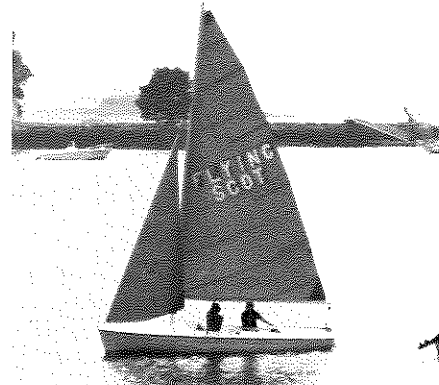
in the area that are unaffiliated with the fleet? Why write them off? If their idea of fun is not baking in the August sun for two hours in search of the elusive three mph 'blast' expected off the right shore, you should invite them to join you! These people exhibit great wisdom! Eric Ammann estimates that 85% of all new Scots are sold to people who have no plan to race them. Why not have more non-race sailing activities to attract these fellow sailors? Top Scot salesman Ralph Manee echoes Ammann's figures but explains "we get them to join our fleet by offering to help them learn how to sail. Once they learn and see how much fun we have racing, they just gradually get involved, though they never intended to." Fleets could do much more to stimulate interest among their own members as well as prospective members.

People want to have fun. Witness the incredible rise in popularity of sailboards. For relatively low cost, a sailor — often a woman or a Junior — can purchase or rent a board and find numerous instruc-

tion opportunities. People who boardsail seldom race. They merely enjoy. They informally associate with others who will help them and enjoy with them. Fleets could learn a lot by watching boardsailors at play.

PEOPLE LACK TIME

While this may not seem as big a barrier to sailing as cost, training, and fun, for many successful people it is their major barrier. The Bureau of Labor Statistics recently reported that the average American is working more hours per week now than at any time in the last several decades. When people have little time, they must attend first to those things which must get done. Then they will provide time for recreation. Since so few sailors actually live on a lake, it takes precious time to travel to enjoy their sport. Clubs that plan racing activities so extensively that participation every weekend — and often both days of the weekend — is necessary in order to be part of the fleet or club championship may ac-



tually be unwittingly driving people away. The nature of the commitment may be so high that it becomes, in effect, another 'job'. This job, however, can be avoided and ultimately often is. Thus, again, participation is discouraged.

While there are, indeed, many more causes to the current problem, the ones presented seem to be the major ones. Happily, most of the causes have solutions, but those solutions will not always be easy. Without them, however, the trend to decreasing participation may proceed to the point where people no longer will ask "Why aren't more people sailing small boats?". They may ask instead "Why did people ever sail small boats?"



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BULLETIN BOARD

Gordon Douglass Boat Company is pleased to announce the addition of John Clickener to their staff. John has served his Capital District and the Association well during the past several years as the District Correspondent. In this role he has submitted innumerable regatta notices and regatta reports. John is retiring from the military and will be moving his family from Virginia to the Deep Creek, Maryland area as soon as school is dismissed this summer. John will be working in marketing and sales and will be found 'riding the circuit' of boat shows and regattas, much as has GDBC Vice-President and Class Measurer Harry Carpenter. Good Luck, John, in your new role in Flying Scot sailing!

Flying Scot 'super crew' Larry Klein has left the Detroit loft of Ullman Sails and is moving to California. He has been invited to serve as a key member of Peter Isler's crew in that syndicate's bid to recapture the America's Cup. We wish Larry well in his new ventures and hope that he will be an integral part in bringing the Cup home in 1987.

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Promoting the Flying Scot Fleet Activities are the Key to a Healthy Class

*Eric Ammann
Harry Carpenter
Gordon Douglass Boat
Company*

The Flying Scot is perhaps the most versatile of all the popular one-design classes. This is a blessing to us as builders because the Scot appeals to a wide market. It can be frustrating, however, to local racing enthusiasts because the majority of our owners are not interested in racing the boat. This ratio has been shifting away from racing more and more each year to where we feel that 85% of the boats we are selling now are not intended for racing. This presents a real problem to local fleets which are interested in growing and increasing their numbers.

The Flying Scot owner, either racer or daysailer, becomes interested in the Scot for basically the same reasons. She is a roomy, safe, stable boat that is easily maintained and can be trailered behind the family car. As a group, Scot owners are outstanding in every way. They have bright personality and good outlook on life. They are a pleasure to deal with. What other builder can ship open account to all its owners?

The problem is to get more owners into an organized sailing group or fleet. Our experience has shown that Scot owners who are not members of some organized sailing group will be either totally inactive or ready to sell their boat within five years of its purchase. Most of these owners will do so without ever trying to become part of a fleet. It is important, therefore, for a fleet to try to appeal to the new owner.

Many new owners are intimidated by racing. They may crew for a fleet member in a race and find that the amount of skill needed to maneuver at the starting line or a mark-rounding to be so far above them that they think they will never be able to handle their boat in those situations. Many beginners are discouraged by the amount of yelling that may be directed at them when they make a mistake. They get the feeling that they are in the way. A fleet that wants to grow must find ways to overcome these reasons that new owners give for not beginning or continuing in racing.

Perhaps the best way to get a new owner started in racing is to start a "Learn to Sail" program. We have several fleets (Fleets 6 and 27 are two) which have started this type of program. They have found that it works. Here the beginner is sailing with other beginners around a

prescribed course. In this informal race situation, they may have a more experienced skipper in the boat with them. This is extremely helpful, as long as the guest skipper remembers that the object is to teach, not to compete with a skipper in another boat! Fleet 83, at Lake Carlyle, has a regatta where anyone who has ever won a trophy in the regular events is not eligible to compete as a skipper in this special regatta. They may, however, crew for less experienced skippers. These are the type of events and programs that a racing fleet that wishes to grow must consider due to the number of inexperienced sailors we having coming into the Flying Scot class.

We have also talked to owners who just do not want to race. Many feel that there is already enough competition at the office and they do not need it on the weekends! A fleet can attract this owner

(Continued on page 14)

Flying Scot Raffle Win a Scot and Many Other Prizes

In order to generate interest in the Flying Scot and the Flying Scot Sailing Association as well as generate much-needed income for the Association, **Executive Secretary Ed Eubanks** suggested that we hold a raffle for a new Flying Scot this year. Done long before with FS 3000, this event proved so successful that the Board of Governors approved the idea at the 1985 Annual Meeting.

In its continued support of the Association, our principal — **Gordon Douglass Boat Company** — is donating **FS 4200** to us for the raffle! Further, the boat will come complete with main and jib by **Schurr Sails** and with a galvanized **Tee-Nee trailer**. Already built, FS 4200 is ivory in color with contrasting brown cove stripes and waterline. The Association is highly indebted to **Eric and Mary Ammann** and **Harry Carpenter** for their donation of this boat to the raffle. In so doing they have assured that all monies raised will be profit for us!

In their continued support of the Association as well, the following Scot advertisers have donated goods or funds to the FSSA for this raffle. We wish to thank sincerely the following companies, as well: **Afterguard Marine, Boston Sails, Inc., North Sails, Omega Corporation, Sebago Shoes, Schurr Sails, Shore Sails, Midwest, Inc., Sobstad Sailmakers, Inc., Harken Yacht Fittings**

By the time you read this, the tickets will have been received by all FSSA Officers, including District Governors. An attempt will be made to provide them to Fleet Captains as well. You may purchase them from any of these representatives or you may contact the FSSA office directly.

Where else can you win a boat, sails, and trailer worth nearly \$8,000 for the price of a \$10 ticket? Where else can you win many other great prizes for the same \$10.

Support your Association! Encourage your friends to take a chance! Or several! And take several yourself! You may help yourself. And you surely will help your Association continue to be the finest in one-design sailing.

by organizing non-racing fleet events. This works particularly well with fleets that are on or near large bodies of water. Fleets 27 and 137 have done this with some success. They plan a day or weekend where they may sail out to an island and back or perhaps stay over and sail back the next day. This gives the less competitive owner a chance to sail with other Scots sailors in a relaxed, friendly atmosphere. We are in the process of organizing some national events of this nature through our new Scot World program. This will provide an opportunity for owners to attend a national event without the pressure of a 'national championship' on the line.

Perhaps the largest obstacle facing fleet growth is the decreasing amount of 'free time' we are all experiencing. This affects every fleet member and can cause even some of our enthusiastic sailors to become less active. It is also another reason why new sailors are reluctant to become involved in fleet events. This is not an easy problem to overcome without decreasing overall fleet activity. One solution is to build some flexibility into the racing schedule by reducing the number of races necessary to qualify for a series

or making it possible for an owner to travel to a regatta and still be scored his average at home. Another approach is to score a series within a series. If a fleet races both Saturday and Sunday, a separate scoring could be done for Sunday only. That way a skipper may be able to qualify in the series that includes the days he can attend.

Since 85% of the people entering the sport today have not sailed before, it is important for the class members to actively push the boat. Sailboats are not sold by dealers; they are sold by 'pushers'. This may mean inviting your friends to go for a sail or to work with your fleet or local sailing association in promoting the Scot at a mall show. Each fleet member must try to generate enthusiasm for the fleet, the class and the boat so that the newcomer will want to join.

There is a bewildering choice of boats out there. Most of these boats are not good, all-around performers. They are either highly-specialized machines or tubs that will not sail at all. It is sad to see so many new sailors falling into boats that will never give them the feel of how a good boat can perform. The Flying Scot is an extremely able boat. Few boats can compare with her in ability, versatility, or

simplicity. What sets the Scot apart most of all, however, is that she has an excellent class association. It is up to the class members to 'build fleets', by bringing newcomers into the sport, making them feel welcome, and showing them that fleet sailing is fun. There are some loners out there, but for most of us, this 'fun' is the rare combination of boat, fleet, and class.

There are classes which have come back from oblivion, but why let it go that far? Why not start to work on building fleets while we have a strong base? Fleets will find the builders and class to be most helpful. We have supported fleets by attending regattas, providing trophies, videotapes, and by speaking at fleet meetings. We will continue to back the boat with prompt service, immediate availability of parts and by continuing to build the best boat we know how to build. By definition, a boat is a hole in the water through which one pours money. This is not true of the Flying Scot. She is a good investment and will hold her value well. As long as the builders and the class members work together, each owner's investment will continue to grow and the outlook for organized Flying Scot sailing will be extremely bright.

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Building Your Fleet

Five successful fleets share their techniques in a round-table discussion

Since fleet activity is the lifeblood of any sailing organization, Scots n' Water has gone straight to the experts to share their fleet-building techniques with you.

Our panel of participants includes the fleet captains or representatives from the top three vote-getters in the 1985 Fleet of the Year contest: **Ethel Manee of Fleet 31** (Upper Barnegat Bay), **Karl Kleeman of Fleet 27** (Kerr Lake, NC), and **Mario Bonaparte of Fleet 7** (Riverside, CT). We are further pleased to have representatives of two fleets that were 'on the ropes' not long ago, but have staged tremendous come-backs: **Sandy Eustis of Fleet 1** (Lake Cowan, OH) and **Jack Fassnacht of Fleet 114** (Lake Delavan, WI).

S n' W: Could you please trace the level of participation in your fleet over the last several years.

Eustis: In 1978 our fleet roster contained 8 members, only 3 of whom raced regularly. We have experienced steady growth of about 4-6 members a year since then so that we stand at 51 members in 1985. More dramatic is the growth in boats racing. From 3 in 1978 we have over 30 racing in 1985.

Fassnacht: We don't have those numbers yet, but we have grown from 3 boats participating in 1983 to 13 in 1985.

Manee: We had 44 members in 1985 which has been about our number for several years. Our biggest gain came in 1983 with 10 new members.

S n' W: Who makes up your fleet membership?

Concensus: Most are family memberships. Husbands and wives primarily sail together. Average skipper's age is about 45, though most fleets have sailors well into their 60's and beyond. There is some teen involvement, though it is limited.

S n' W: What is the skill level in your fleet?

Bonaparte: The sailing skills range from absolute beginner to accomplished veteran. In this year's NAC the fleet placed 8 boats in the Championship Division. One fleet member placed 3rd overall and the fleet won the newly-dedicated Fleet 1 trophy as the most successful fleet at the regatta.

Kleeman: About 10% of members are nationally competitive, about 10% are new, and the rest vary from experienced beginners to those close behind the top sailors.

S n' W: How do members find their way into your fleet?

Kleeman: Our local Scot dealer pays the fleet membership for new purchasers. Additionally, fleet members stage boat shows where they advertise fleet activities. Potential members are taken for 'test' sails. Finally, the first three issues of the bi-monthly fleet newsletter is sent to all local Scot owners. These issues have membership application forms.

Eustis: About a third of the fleet members are local sailors who switched to the Scot because of the level of racing or the comfort of the Scot over their old boat. Another third attended a winter boat show which we staffed. The final third came from moving into the area with a boat or were brought in by friends.

Fassnacht: We have been doing an intense promotion of the Scot and the fleet for at least a year and a half. This has involved a lot of calling and promotion of the boat on my part in conjunction with activities and support from Douglass Boat Co.

S n' W: What does your fleet actually do to attract members?

Manee: We have an all-around active program. The yacht clubs provide active racing, We have frequent family picnics and take sails to nearby restaurants or the state parks.

Kleeman: We sponsor a wide variety of activities designed to provide something for almost everyone. These vary from purely social to purely competitive. We emphasize communication in bi-monthly newsletters which contain information about activities, races, and nearby regattas and regatta results. Our local dealer publishes a Fleet 27 weekend pocket calendar listing all the events of interest. This is distributed at no cost to all members. We have distinctive custom-designed Fleet 27 T-shirts which we wear to events, both home and away. Finally, we have a very successful 'Learn to Sail' program which attracts many interested people.

Fassnacht: We have promotional days where we invite anyone who has expressed an interest in the Scot at numerous mall shows to a trial sail. These people are contacted at least twice a year and invited to our club.

S n' W: What is your 'fleet philosophy'?

Concensus: Have FUN, help others to learn, and grow as sailors and as a fleet.

S n' W: What does your fleet do to build membership and maintain participation?

Fassnacht: Develop a program in the winter, get it scheduled, and carry it out without fail. This way people know that the program is going to go and they try not to miss it.

Kleeman: Through its members and activities the fleet has a strong identity. Even at away regattas the fleet is like an extended family. We maintain a close association with our local dealer and with the boat company. The fleet has well-established and traditional activities and publishes these early in the year. Fleet members plan other activities around the fleet calendar.

Eustis: Racing and socializing are equally enjoyable. The way to keep the former from ruining the latter is to play by the

(Continued on page 16)

(Continued from page 15)

rules and leave the hostilities out on the water. I believe this is called "the Corinthian spirit" and it seems to work well for us.

S n' W: Does your fleet run any training programs?

Kleeman: We have a "Learn to Race" program which has been very successful. It is designed to make participants better sailors, even if they never race. During rigging and launching a great amount of support and encouragement is provided. A shore session follows rigging and precedes lunch. Then it is out on the water with an experienced fleet member on each boat. The water lessons consist of drills and short races. The program is not a one-shot deal. It runs 4 Saturdays during the year. At the end of the year we have a "Hot Shot" one day regatta, complete with awards, for the participants.

Fassnacht: Starting this year we are going to have a two-division format. A 'B Fleet' will be established and skippers in the upper part of the fleet will sail with 'B' fleet skippers to provide instruction.

Bonaparte: Our fleet holds post-race critiques after each race. Members take turns as host. Relaxing with some food and drink, we find out how the winner planned his strategy, started, adjusted

his sails, etc. This is very helpful and encouraging to less-experienced sailors! Friends and prospective members are often invited to these critiques. Quite a few have joined the fleet as a result!

Eustis: The local sailing association runs a men's skipper program as well as a separate women's program. They also run a separate camp for teens and pram sailors (10-12 year olds) each summer. There is also a series of 4 racing clinics each summer. Our fleet also has a series of 3 winter pot-luck dinners at members' homes to which we invite a notable to speak (sailmaker, factory rep., excellent sailor, etc.).

S n' W: Are there any programs specifically for the Juniors?

Bonaparte: There are several training programs for kids offered by the clubs in the area so that our fleet has not felt the need to conduct Junior programs ourself. However children of members have worked their way up the skill ladder by crewing for parents and some have eventually taken over the skippering.

Manee: We have very few youngsters in our fleet so we do not have a separate program for them.

Eustis: Most of the kids do not get into Scots. The Scot is the 'tamest' of our active fleets and the kids coming out of club's Junior programs generally go into

Snipes or Lasers.

S n' W: What social programs do you run?

Fassnacht: We run several picnics during the season and one or two get-togethers during the winter. These definitely help to keep up the interest!

Bonaparte: We have an Awards Dinner in the fall, a Mid-Winter Bash, and an annual Spring Meeting.

Eustis: In addition to our 3 winter pot-lucks and numerous club-sponsored summer activities we designate one Sunday per month during the racing season as a pot-luck dinner night at the lake after the race. Our single major event is our annual Fleet 1 Regatta and Pig Roast held early each September. We stress the roast, party and joys of early fall sailing more than the competition. This social emphasis has helped to make this regatta the single best-attended one in our District each year.

Kleeman: We begin and end each year with a New Year's Eve party. We begin each season with our "SWEAR" party (Scot Winter's End Annual Rally). This dinner gives new and old members a chance to get acquainted. At this year's party we sold FSSA ties, playing cards, bumper stickers, etc. We had a slide presentation by one of our members and

(Continued on page 17)

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RACING CLINIC: For beginner/intermediates. Plan now to attend our 1986 clinic, from Friday noon, May 30 thru noon on Sunday, June 1 at Portage Lake near Ann Arbor. Single (\$50) and multi-handed (\$90) boats. Scot sailors from as far away as Tennessee, New Jersey, and Minnesota have attended this outstanding event. 12 hours of on-the-water instruction plus lectures and critiques of your video taped performances. Call or write for details.

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(Continued from page 16)

gave away 40 door prizes donated by sailmakers and local sailing merchants. During the year we have other socials and include things like a "Show and Tell" party and a T-Shirt party.

S n' W: Could you describe your racing program?

Bonaparte: Ours consists of 4 series of 6 races. This makes qualifying for the championship easier and increases participation. We begin at the end of May and run until October.

Eustis: Our Association runs about 33 races a year between late April and late October. There is one race per Sunday plus two extra races on each of the holiday weekends. We have 7 different series: 3 holiday series of 3 races, a 4 race August series, and 3 long series of 5-8 races in the Spring, Summer and Fall.

Fassnacht: Racing every Sunday, Memorial Day to Labor Day. We alternate one race one week and two the next.

Kleeman: Racing is varied and encourages local, fleet, and District events. The local sailing club sponsors races the third week-end of each month. Fleet 27 also hosts the Oriental Sailing Social each year, which is the biggest coastal one-design event in North Carolina. Not burdened by every-weekend club activities, members are encouraged — and do — participate in a series of traveler regattas. The culmination of this is the awarding of the Helmhold Cup for the best average during the traveling circuit season. This program allows a great deal of flexibility for members and also encourages greater local and traveling participation.

Manee: We have 2 races each Sunday from spring through fall. The morning race is designed for the beginning racers. Everyone participates in the windier afternoon races. The spring and fall series are more designed for learning; the summer series is our 'serious' series.

S n' W: What is your level of participation in the racing program?

Concensus: Participation ranged from 60-80% of the fleet. All fleets had from 20-40% non-racing members. All fleets indicated they had a small cadre of 'very serious' racers, usually not exceeding about 20-25% of the fleet.

S n' W: When they join your fleet, do most members plan to race?

Concensus: Yes. Many are transferring over from other classes. Many are beginners who plan to race but by starting slowly. Many beginners, even those with their own boats, start racing by crewing for more experienced skippers. Very few seem to join a fleet just for the social

benefits; racing — at varying levels of participation and ability — seems to be in the plan for new members.

S n' W: How important are awards to fleet participation?

Concensus: Very important! **Manee** states that "the number of awards is more important than the quality of awards."

S n' W: What awards do you give?

Manee: In addition to the usual champion awards, we give awards for qualifying for a series even if you don't place in it.

Fassnacht: The local club provides the bulk of the awards during its annual awards night. There are keepers as well as traveling awards that have a long tradition. There are additional awards such as most 1sts, lowest overall score, etc. These seem to stimulate interest.

Eustis: In addition to awards for winning each of the 7 series, one trophy is awarded for each 3 boats averaged on the starting line over the whole season. To encourage additional participation, qualifier awards are given for anyone making at least 18 races during the year. Last year over 50 awards were given. We also have our own 'awards night' during the winter pot-lucks to roast winners for things serious and not. Some humorous awards are given for 'clumsiest maneuver', 'most creative excuse for losing', dirtiest bot-

tom (boats, I presume? Ed.), oldest sails, etc.

Kleeman: The fleet itself gives an award for the 'Most Improved Sailor'. Participants in the "Learn to Race" program receive trophies. Last year we began rewarding participants who were active in the club races but were not yet winning the 'silver' by devising a handicap formula.

Bonaparte: We have Series and Season winters (1st-3rd) and provide a Challengers Division for awards as well. We have awards for the most improved, most active, least active(!), best crew, cap-sizes, and best woman skipper.

S n' W: How important do you think racing is to a healthy fleet?

Manee: Extremely important. However we feel that too much emphasis is generally placed on the 'serious' racing.

Eustis: Absolutely critical. I do not know a single successful fleet in the country which does not have a strong racing program.

Fassnacht: Without a racing program, you don't have a fleet. At least here. We are on a small lake and don't have the ability to have cruising programs as some do. So without the racing there is no program. So far we have gotten enough family support to carry out the program

(Continued on page 18)

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(Continued from page 17)

even though the wives, in general, don't like this type of racing-emphasized program.

Kleeman: The racing members form the nucleus of the fleet. This active group keeps all the other activities going. The racing program helps all who participate to become better sailors and to maintain and continually improve themselves.

Bonaparte: Participation in racing is most important to keep up the vigor of a fleet and its membership, as well as the local value of the Scot.

S n' W: Does your fleet have any events for pleasure sailing or cruising?

Kleeman: We have several events, probably the biggest is the Memorial Day "Un-Regatta" that was chronicled in the November issue of *Scots n' Water*.

Eustis: While no formal events are planned, boatloads of Scots regularly meet and sail on Saturdays.

Bonaparte: We used to plan picnic races and such but without consistent success. Perhaps this is in part due to the fact that many of our sailors also participate in big boat racing and are unavailable for more leisurely pursuits.

Manee: We have occasional day cruises to the ocean beach for swimming and



(Ed Eubanks Photo)

family trips down the Bay to dinner at a restaurant followed by a moonlight sail home.

S n' W: If you could give any advice to a fleet just beginning, or for a fleet in trouble, what would it be?

Kleeman: Maintain a varied program. Keep fleet dues low (ours are \$10). Maintain communication through a creative newsletter. Give the fleet a sense of

identity through events and things like T-shirts. Set a tradition and expectation of helping others. Encourage participation in non-fleet events where the fleet is present as a group. Work closely with your local dealer to attract new sailors to the Flying Scot. Keep tabs of Scots for sale and when sold, contact the new owners immediately.

(Continued on page 19)

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(Continued from page 18)

Bonaparte: Make post-race critiques a regular activity. Use releases to local newspapers to promote the Flying Scot and local racing. Regularly schedule social events, both during and after the season. Having regular communication in a newsletter or have regular informational meetings. Provide awards as broadly as possible, especially to cover all skill levels.

Fassnacht: You need a person willing to promote the fleet and the boat. It takes a tremendous amount of time and commitment. Utilize the back-up support of the boat company. Without Eric and Mary Ammann I never could have had such success. Boat shows are important. We got at least three new members after a show that Eric did in Chicago.

Eustis: The Flying Scot is a boat which has lots of intrinsic appeal. It is solidly built, much more stable and comfortable

to sail than other boats of its size, very simply rigged and easy to handle, and well-suited to pleasure sailing with a large seating capacity. If you stress these qualities, get people looking, and get them out into a Scot for a sail, you will attract new members. A critical mass for rapid growth is about 10 active participants. With this number there will be 6-7 boats per race, just enough for everyone to have a competitor of nearly equal ability and for the fleet to attract converts from other racing classes. Getting to that critical mass is the tough part. Mall shows and sailing demonstrations will be necessary.

Manee: Try to organize family events, including fun races. Out of this group a percentage of 'serious' racers will emerge to help build your fleet even more.

S n' W: Thank you for taking your time to share this with us. You have provided

excellent advice and ideas that if heeded should help ailing fleets and make existing fleets even stronger. One last request, could we have your addresses so that interested parties may contact you for further information? Thanks again!

Mario Bonaparte
81 Mary Lane
Riverside, CT 06878
Sandy Eustis
3536 Raymar Drive
Cincinnati, OH 45208
Jack Fassnacht
451 Beverly Place
Lake Forest, IL 60045
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FS 2721 — Douglass, White hull, Schreck original sails plus new Schurr sails used 10 times, spinnaker, trailer, outboard bracket, Harken gear, Blue boom tent cover, many extras, Bristol condition \$4,150. 4 hp. Evinrude long shaft 20 hrs. \$450.00. Michael Nolte, (home) (301) 249-3037, (bus.) (301) 731-7930.

FS 1268 — w/trailer, very good condi. \$3300.00, Michigan (517) 238-5265.

FS 3297 — Yellow hull, green trim, white deck, excell. condition, all-Harken rigged, galvanized trailer, good racing record, club & fleet champion 1979-83, 1st, great Scot regatta, 3rd districts, Skipper returning to the Windmill class temporarily. \$4900.00 firm. Patrick Ferguson, 4-S Northwood Lake, Northport, Alabama, 35476 (205) 339-2530 (Eve.)

FS 1384 — 2 sets sails, spinnaker, tilt trailer, yellow hull, \$3,495.00, George Zender, Box 118, Fergus Falls, MN 56537, (218) 736-5661

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FS 3769 — White w/blue hull, 2 main, 2 jib, 2 spin., (Sobstad), trailer, rigged for racing, compass. Used very little. \$5,600. CALL: (516) 536-1369 Walter Graham, Rockville Center, LI, NY.

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