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ANNIE LAURIE LISTING HAS CHANGED

**** NEW PRICE -- \$49,500 ****

BUY THE ANNIE LAURIE CORPORATION AND SAVE ON STATE TAXES

From the website of the Delaware Registry LTD., Yacht Registry, Ltd.
<https://www.delreg.com/yadv.cfm>

"It is important to note that sales tax shelters are situational. Many states have "user taxes" and the like. One should consult with a legal or tax advisor to determine if a tax on a yacht will be due in the State in question.

Many of our corporate boat owners recognize that a sales/use tax will be due in the state they are actually keeping or using the vessel. They also understand, that under ordinary circumstances, when they opt to sell the vessel, the new owner will have to pay a sales tax on the purchase of the vessel. With this in mind from the outset, they choose to put the vessel into a Delaware corporation, and pay the tax in the corporate name (deriving other benefits incorporation has to offer such as limited liability). *When the vessel is subsequently put up for sale, the owner has the flexibility of selling the vessel as an asset of the corporation or selling the entire corporation of which the vessel is an asset.* The latter circumstance is accomplished by simply transferring the shares of stock in the corporation over to the new owners. This arrangement can be very attractive to the prospective purchaser because title to the vessel has not changed hands - it is still registered to the corporation. Therefore, no sales tax may be assessable on the transfer, and, no re-registration costs are incurred."

Annie Laurie is a share in The Annie Laurie Corporation, a State of Maine Corporation: Charter#: 20050626 D Legal Name: THE ANNIE LAURIE CORPORATION
The Corporation is owned by Mary (Molly) Rawle, 290 Pond Road, Gouldsboro, ME 04607

I have consulted with a lawyer and transfer of ownership is simple: Fill out the Maine State Business Bill of Sale or even a Marine Bill of Sale with the item being sold as The Annie Laurie Corporation.

CAMBER SPAR: I urge you to show prospective buyers the enclosed information on the CamberSpar staysail rig. (enclosed) It makes single handling a snap, and makes the old CapeDory staysail with boom seem like a floppy rag.

Her primary broker is Kathe Newman Walton. She is willing to co-broker (Address: 254 Main St, Southwest Harbor, ME 04679 Phone: (207) 244-5560). Annie Laurie's primary ad is on YachtWorld though she is featured in other places.



35' Cape Dory 330 for sale "Jewel of the Fleet"

Jewel of the fleet, loaded with upgrades: new Yanmar engine in 2008, New yankee and Schaeffer roller furler, new Main in 2012 and new Berig self-tending jib in 2016, Hood in-mast roller furler for Mainsail, new rigging 2014, 4 awlgrip jobs since 2000. Stored inside and maintained by Robinhood Marine for ten years (formerly Cape Dory Yachts -- founded in 1963 by Andrew Vavolotis in East Taunton, Mass) . Solid, safe, a joy to cruise, gorgeous. Perfect boat for couple with occasional guests.

CAMBER SPAR: I urge you to show prospective buyers the enclosed information on the CamberSpar staysail rig. (enclosed) It makes single handling a snap, and makes the old CapeDory staysail with boom seem like a floppy rag.

ANNIE LAURIE is a Maine State Corporation. Buying the corporation saves buyer taxes in their state. (see enclosed)

Her primary broker is Kathe Newman Walton. She is willing to co-broker (Address: 254 Main St, Southwest Harbor, ME 04679 Phone: (207) 244-5560). Annie Laurie's primary ad is on YachtWorld though she is featured in other places. Contact the Broker: Newman Marine: 207-244-5560

CamberSpar™

Patent Pending

AN INNOVATION FOR WORKING HEADSAIL CONTROL



hooks on the spar. Then attach the sheet and you are ready to hoist. The forward end of the CamberSpar goes aloft with the jib and also comes down with it. You may want to add a topping lift to the after end of the spar to aid in hoisting, lowering, and stowing and to prevent the spar from banging around on deck. The sail can be furled on the CamberSpar and covered until you need it again. In light air, it can be left furled and the genoa hanked on above it.

*A CamberSpar is only recommended for use with a 1x19 headstay and is not compatible with rod headstays, or foil covered headstays.

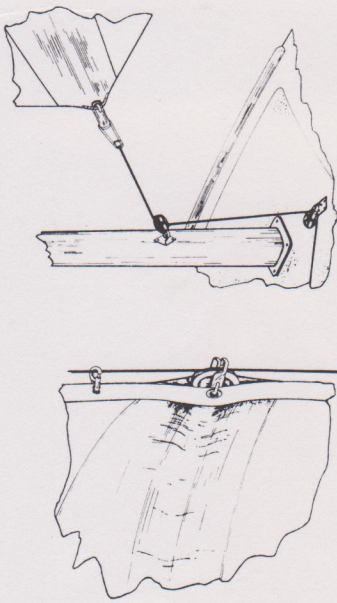


Fig. 3. Luff Detail

Fig. 4. Clew Detail

To discuss the merits of a CamberSpar headsail for your yacht, contact:

BIERIG SAILMAKERS
11092 Freeport Lane
North East, PA 16428
(814) 459-8001



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We felt we could minimize the turbulence if we fitted this half wishbone within a pocket in the sail. At the same time this will force the sail to take an efficient cross section as it conforms to the curve of the half wishbone. That brought us to the final detail of arranging our internal half wishbone so it will automatically rotate on its axis to tack with the sail. That accomplished, our innovation, the CamberSpar, was complete. We retained the inherent advantages of a wishbone while minimizing the disadvantages. We also gained an additional advantage in that the CamberSpar forces the sail to set correctly. This is especially beneficial in light air. This sail and spar combination is effective on all types of boats, and because it does not require a bar tight headstay, it is notably effective on monohulls with unstayed masts and on some trimarans and catamarans. This sail can be used as the staysail of a cutter, as the masthead jib of a sloop, or for any other self tacking headsail.

Let's take a closer look at the CamberSpar. At the forward end there is a sheave which rides on the headstay*, a pair of hooks which engage grommets in the luff of the sail, and a low friction thrust bearing which allows the spar to rotate (Fig. 3 shows this standard configuration, but in some cases the forward end fitting will be slightly different). The curved spar itself is made of 6061-T6 aluminum which is white epoxy coated. At the after end of the spar is an outhaul adjustment and a thrust collar with hooks to hold the clew grommets. When tacking, the spar rotates within this thrust collar. Also at the aft end of the spar is a short tacking arm to which the sheet is attached (Fig. 4). The tacking arm acts like a lever and enables the sheet to rotate the spar when tacking or jibing. The sheet is rigged very simply as it only controls the angle of the sail in relation to the boat. Thus, the expense and clutter of a traveler is avoided. On some boats the sheet is led to a block on the mast. On other boats a block or bridle arrangement is used on the deck. The sheet can be single, two, or three part to minimize the need for a sheet winch. We would advise each customer on how to rig the sheet.

Rigging a CamberSpar jib is not much more complicated than rigging any other headsail. To start, hank the jib on as usual and slide the CamberSpar into the pocket. Snap the spar to the headstay and slip the pair of luff grommets and the two clew grommets over the



The Why and How of CamberSpar Control™

After several seasons of testing, we are pleased to offer a unique new type of working headsail. It is controlled by a curved "half wishbone" boom that we call a CamberSpar. The CamberSpar headsail combines self-tacking convenience with the automatic twist control that wishbone booms provide. As a by-product of these features, headstay sag is minimized and actually used to advantage. Now, with headstay sag and twist controlled, we have a working jib that sets well upwind in all weather, does not twist out of shape on a reach, and will wing itself out on a run. Because the sail sets properly on all these points of sail, it will provide more overall drive than its area alone would suggest.

Several considerations motivated us to develop this distinctive sail. First, it is true that genoas are very effective sails upwind when the wind is light, and when your yacht is fully crewed. But when the breeze is up or you are sailing short handed (or with a crew of non-sailors) a working jib can be real handy. Secondly, until now working jibs were either self tacking on a "club" or the conventional loose footed type. Self tacking club jibs are convenient and set well upwind, but when the sheet is eased for reaching they will twist excessively and the upper portion will luff. Conventional loose footed jibs also set well on a beat, and, by Barber hauling, the sheet lead can be adjusted to minimize twist on a close reach. Generally though, on a broad reach they become too full and have excessive twist just as a genoa will. Both types of working jibs require a whisker pole if they are to be of any use on a run. Finally, all headsails have the common problem of headstay sag and its effect on sail draft. Basically, sails should be flatter in heavier air to reduce drag and heeling force. However, heavier winds increase headstay sag, which in turn increases headsail draft (Fig. 1). The headsail becomes fuller when you actually want it flatter. Clearly there was room to improve the working headsail in the areas of twist and draft control.

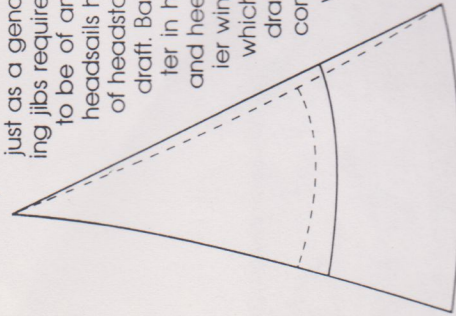


Fig. 1 Broken line illustrates how headstay sag affects draft control.

When we set out to develop a better working headsail we considered the standard wishbone boom. Wishbone booms have been used on headsails and have many advantages as well as significant disadvantages. Wishbone booms are self tacking and have additional advantages in that they control both the twist and the draft of the sail. Ultimately, the forward drive of the headsail is concentrated at the clew where the after end of the wishbone boom attaches. This forward drive is transmitted to the headstay by the wishbone, thrusting it forward and thereby tensioning it (Photo A). This pulls draft out of the sail. Thus, as wind strength increases, the headstay is tightened and the

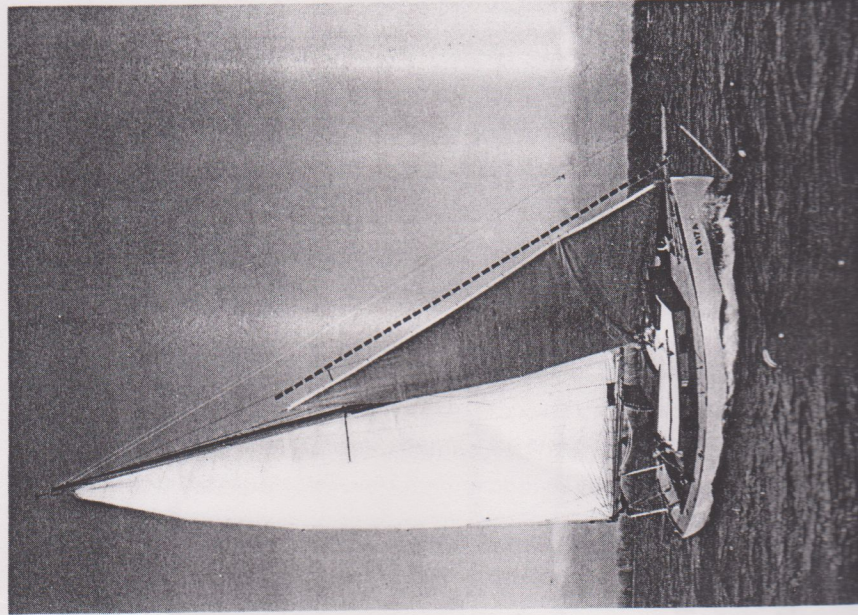


Photo A

sail is flattened. In contrast, a conventional headsail would become fuller. To understand how a wishbone controls twist, consider an analogy to a mainsail with a boom vang wherein the wishbone represents the main boom and the foot of the jib represents the boom vang (Fig. 2). This self vanging action of the wishbone is so effective that the top of the jib will not twist off even when running wing-and-wing (Photo B). The disadvantages of the wishbone are that it is clumsy, odd looking, and creates windage and turbulence. If only one side (half) of the wishbone were used instead of a full wishbone, the clumsiness is reduced. It would still look odd though, and still create windage and turbulence.

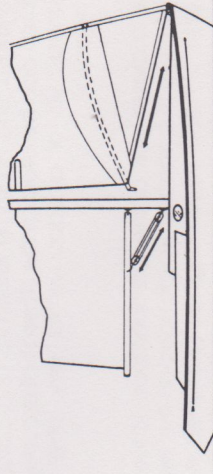


Fig. 2. Arrows indicate vanging action

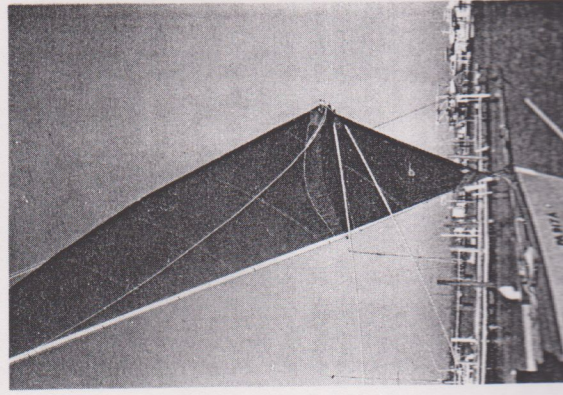


Photo B
Note vanging
action of foot
controlling twist