

From the Service Manager

—Roger Westendorf

Over the past several years, the bottom blistering problem has come to the forefront in the boating industry. Because the causes are not fully understood, the cure is not yet developed. Boat owners and prospective buyers are all searching for answers.

Here are some facts that will help understand bottom blistering.

It is generally accepted that blisters are caused by the process of osmosis. Osmosis is defined as the passage of fluid through a semi-permeable membrane until there is fluid on both sides of the membrane.

In the case of boat bottoms, the membrane is the gel coat outer surface of the hull and the fluid is the water.

Gel coat has two principal functions — cosmetic and to resist osmosis.

All boat builders understand the importance of gel coat and its need to be as water resistant as possible but the basic problem is that gel coat is somewhat permeable. Therefore, it allows osmosis.

For the new boat buyer, the blistering concern may be alleviated by applications of at least two coats of epoxy based barrier coating over the fresh gel coat. This should be done professionally so that proper adhesion of the epoxy barrier coating is assured.

For the boat owner with blistering problems, the preferred treatment is to open the blisters and let them dry out as long as practical. Fill the void with a repair putty. Smooth out the patched area. Coat the repaired area with epoxy barrier coat, followed by the application of bottom paint. In extreme cases, complete removal of the bottom gel coat may be required.

Any comments or questions about this subject are encouraged as we are

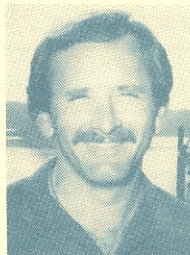
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Reischmann Salesman of the Year

Pat Reischmann, has been selected as Salesman of the Year for 1984.

He received a plaque in recognition of having sold more than \$1.6 million in sailing and motor yachts during the past year.

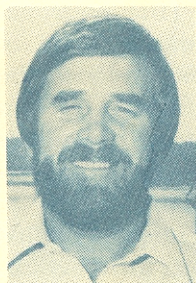
Pat has been with Cruising World for six years. This is the fifth consecutive year that he has attained more than \$1 million in sales.



P. Reischmann

Bjurmark, Johnson, Reischmann Cited

Pat Reischmann, Warren Bjurmark and Larry Johnson received special sales achievement awards from Steve Lippincott, Cruising World sales manager.



Bjurmark



Johnson

Each sold more than \$1 million in sailing and motor yachts during 1984.

Pat's sales totaled more than \$1.6 million and resulted in him being named "Outstanding Salesman for 1984." (See "Reischmann Salesman of the Year.")

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Three Boats in Charter Fleet

Cruising World Yacht Charters now has three boats in service. A Fairline 40 motor yacht was recently added to the Cruising World Off-shore 40 and the Hunter 40 sailing yachts.

Please call to obtain a copy of the Yacht Management Portfolio which explains the advantages of purchasing a yacht and placing it in Cruising World's Yacht Charter Fleet.

Information on chartering can be obtained by calling (813) 576-9494.

New California Office

An office has been opened in California to satisfy the demand for information from that part of the country.

Information on Cruising World new and brokerage boats and various services can be obtained by calling (212) 642-0123.

The new office is located at 5701 W. Slauson Ave., Suite 120, Culver City, CA 90230.

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