

OWENS

PIONEER BOAT BUILDERS

SINK

OR

SWIM

OWENS BROTHERS -
A REMARKABLE FAMILY OF ENTREPRENEURS
BY JOHN B. OWENS



Lorelei:

Legendary Nymph who
lured sailors to wreck their
ships by singing the siren song.



Dedication

To our father, Charles Councilman Owens and our
mother Mary Agnes Owens for leading us on a most remarkable journey.
To our daughter and niece, Birdie Owens for keeping the story alive.

Acknowledgements

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CHARLES COUNCILMAN OWENS



JOHN B. OWENS



CHUCK OWENS



NORMAN OWENS



MOLLY OWENS

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PROLOGUE

Boat building is the oldest profession in the world. Everywhere man has stood and looked out over the ocean, or any body of water he has wanted to cross it to the other side. So, from primitive times a craft was conceived.

It has always been a lustful, enticing 'Lorelei' who has lured amateurs, entrepreneurs, wealthy men and corporate businesses all seeking the rewards it seems to offer.

Many boat building projects, and companies, have been started and abandoned after the problems they experienced, proved to be unrewarding.

Unfortunately there is not a boat company, I know of, that was prominent from the 1930's to the 1960's that is now in business. Building a wooden boat is fascinating and it requires intensively skillful work. Sometimes for a builder there are special rewards as when the classic design, or a new trend, is created.

Owens's early boats, in the thirties, were all of wood and when we started in the 1950's to convert to fiberglass some of this romance was lost.

The structure of a wood boat is a marvel of art. Look at the hull from the inside before the decks are built, and you see the strong oak ribs, named from the human anatomy, fastened to the rare mahogany longitudinal planking, then you know that craftsman have been at work.

It is particularly pleasing to see a varnished mahogany hull with teak decks and lovely cabinetry equal to fine furniture floating on a mooring asking to go to sea.

Further, as any sea stories testify, a boat seems to possess a personality. Many times a boat "spirit" animates the vessel and the crew bonds with it.

Sailors often plead with their boat to be strong and seaworthy and carry them safely to port in a bad storm. It seems natural that from early times the feminine pronoun, "She," is used to personify a boat.

All of us with Owens throughout the plant, felt fortunate to be fashioning such exciting products.

The time I spent, from the planning of the models through the manufacture and delivery to satisfied owners, were my happiest business days. It was truly a labor of love for us.

The main thrust and endeavor of all our faithful boat builders was to build better boats for more people to enjoy the water.

Our contribution, we believe, was to introduce the ancient art of boat building to modern business and manufacturing methods. First class innovative engineering was introduced to our boat building to bring yacht specifications up to the standards of other mechanical products of the day.

Along with this, Owens' boats became the model for others to follow with our sea kindly, timely hulls.

This was indeed our heritage. This was the legacy of our father's dreams.

- John B. Owens

Owens Yacht Co., C.E.O.

THE POWERS OF MASS PRODUCTION OF CRUISERS



CHARLES COUNCILMAN OWENS

Who designed, built and loved boats—and who inspired in us, long ago, honor, integrity, and a progressive spirit in the old art of boat building. His spirit still pervades all of Owens' operations.



NORMAN GLYNN OWENS

Our Designer, Chief Engineer, and Production Manager, who from his training, long experience, and the many thousands of pleasure craft he has designed and built is recognized as one of America's outstanding designers. He is also one of the early pioneers of mass-production of cruisers.



JOHN BURNESTON OWENS

Our Business Manager, who through his Purchasing Department makes sure that our materials are the finest and best obtainable for their purposes; who is constantly testing, at our salt water laboratory, all such materials; who is largely responsible for the enviable financial stability of our Company.



CHARLES JOSEPH OWENS


Known from Coast to Coast as one of the pioneer developers of Modern Boat Merchandising. Devotes all his time to Product and Market Research and maintenance of quality Standards of Owens Products. Board member of National Association of Boat and Engine Manufacturers.

*All are boat users, sailors, and
Yachtsmen of many years*

CHARLIE OWENS' EARLY BOATS



VAULKRIE



PROTOTYPE OF
NAVY KNOCKABOUTS

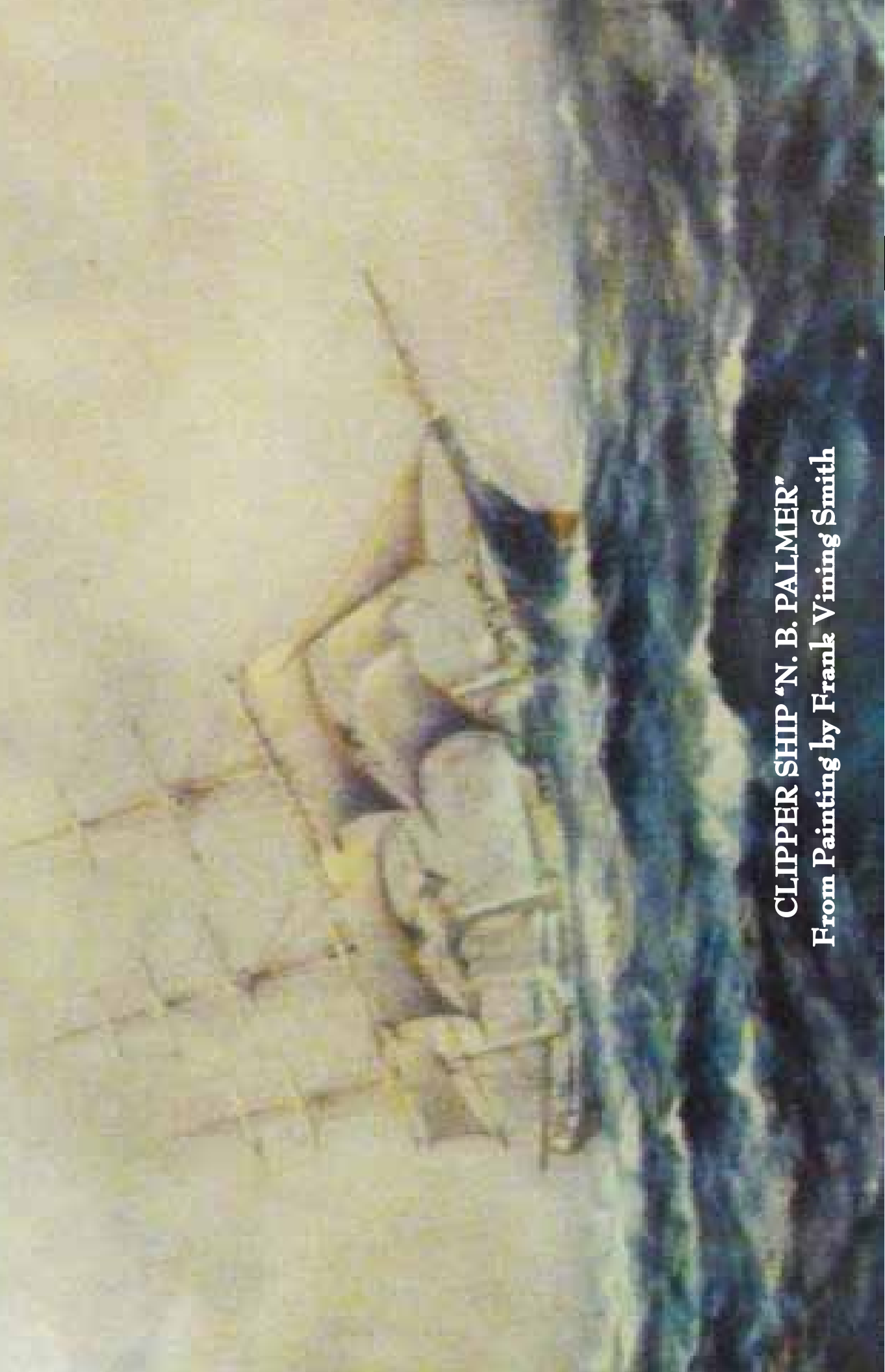


RACING
RUNABOUTS 1927



STORMY SEAS

DEAD AHEAD



CLIPPER SHIP "N. B. PALMER"
From Painting by Frank Vining Smith

THE OWENS YACHT Co.

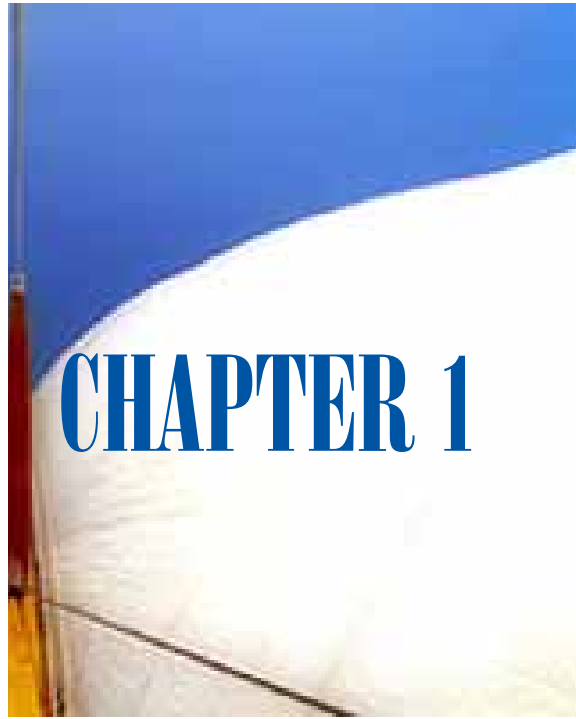
Remarkable Entrepreneuers

A LIST OF OWENS #1's!

It makes us feel good to know that, after we had originally developed and pioneered these basic improvements in boat design, that they were generally adopted by the industry at large. We also like to feel that all of these things have added to the public's enjoyment of boating by making it more safe, pleasureable and practical.

1. Biggest builder of boats from 20' to 40'.
 - Sales were larger in cruiser volume of these size boats than Chris Craft although Chris Crafts dollar sales were larger. (Reference page _____)
2. It took Chris Craft 3 generations to reach their peak. It took Owne's 25 years. (Reference page _____)
3. Designed a plant far ahead of anything in the fiberglass manufactureing industry. Owens' installed a great system of overhead conversions. (Reference page _____)
4. Designed sharper vee shaped bow and developed stronger bronze lifting pad on LCVP's. (Reference page _____)
5. Introduced diagonal double planked plywood and large steel "weldments" to the Owens Cutter Sailboat and 42-footer construction. In the Owens Cutter Sailboat we designed a midship section in which the maximum beam was 6 inches above the waterline. This allowed the boat to carry more sail in stronger winds which made it a lighter and faster boat. Many skippers won silver trophies with the Owens Cutter across the country. (Reference page _____)
6. Created Owen's Flagship V8 Marine Engines.
 - A real revolution for boating. (Reference page _____)
7. Gained the financial strenght of commercial credit companies to floor plan the boats for our dealers. (Reference page _____)
8. Owen's initiated the concept of "Guaranteed Delivery Costs" to all parts of the country. (Reference page _____)

9. Owens' 30' Footer
– Revolutionary design. (Reference page _____)
10. Owen's built the newest and most modern plant in the boat industry which was in York, Pennsylvania. (Reference page _____)
11. Owen's Boat Company was the first in the boat industry to introduce the "Dewey Decimel Classification" system to identify parts ready for assembly. (Reference page _____)
12. Owens was the first to initiate mass production of boats by assembly line similar to the auto industry. (Reference page _____)
13. One of the first industries to start using IBM computers for inventory control and payroll accuracy. Until 1946, it was all done by hand. We believe our inventory initiative was helpful to IBM in managing inventory as a goal for computers. (Reference page _____)
14. First to discontinue use of the "Axe and Adz" method of shaping wood and start using the "shaper" as the furniture industry did, thus enhancing efficiency. (Reference page _____)
15. First to use excess woodchips from lumber milling as fuel. The woodchips were burned in a steam fire tube boiler and turned into "steam energy" to run a generator. Their electric costs went down so much the Electric company bought back electricity from the Owens Yacht Company. (Reference page _____)
16. First to use a Steam Air Compressor to power air tools. (Reference page _____)
17. Owens Yacht Company pioneered such improvements as;
 - a.) Rubbed - mounted stuffing boxes
 - b.) Angle - mounted motors
 - c.) Stress - carrying bulkheadsand many other improvements in yacht design and construction. (Reference page _____)
18. Owens mass production methods made it possible for the first time, that the average income family could own a recreation boat. (Reference page _____)
19. 1959 – The first pure boat builder whose stock was available to the public at that time. (Reference page _____)
20. Instituted the "Robert Lowey" porthole. A design which distinguished Owens boats of that era and had an aura of the Admiral's Barge and old British ships. (Reference page _____)

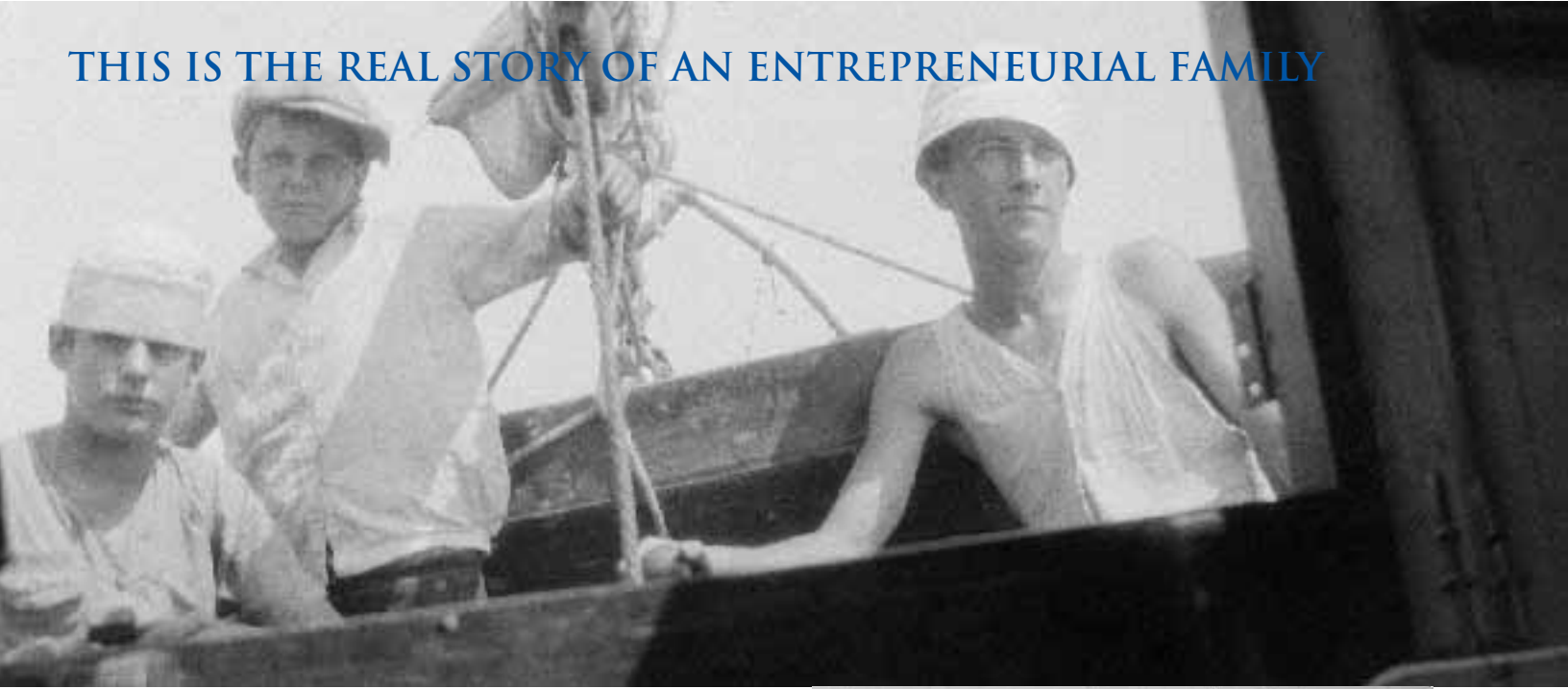


1925 - INDEPENDENCE DAY, LITERALLY & FIGURATIVELY

THE OWENS BROTHERS

Pioneer Builders

THIS IS THE REAL STORY OF AN ENTREPRENEURIAL FAMILY



(LEFT TO RIGHT) NORMAN OWENS, JACK OWENS & CHUCK OWENS SAILING ON THE "VALKURIE".



A FAMILY • A HISTORY • A SUCCESSFUL BOAT BUILDING COMPANY

On July 4th 1925, our father Charlie Owens had declared his independence from big business and resigned from Westinghouse as the manager of their mid-west offices. He, however, decided to follow a passionate dream he had, to design and build boats. He had built a 38 foot cutter on a barge in the Detroit River about a year before and sold his property preparing for a move to Annapolis where he was born. On July 4th, he stocked the "Valkurie" with the needs to sail via the Erie Barge Canal to Maryland. His crew was Chuck, age 14, Norman, age 12, and myself, Jack, age 9 years. His wife Mary had died years before, and he was happy to go home to Maryland to be an entrepreneur. In Annapolis from 1925 to 1930, he built boats on a custom basis.

In 1930 he decided to make only one model on a standardized basis. The timing was awful. The depression had started and the competition was fierce and well financed. Some of these builders are shown on page 11, but, like early cars, all are now gone. This book tries to show the story of Owens from the first 1/8 page advertisement to the top of the pleasure boat field from 1930 to 1965. Charlie died in 1933 and never saw his dream come true, but his spirit, enthusiasm and influence are evident in the modern company and in all of the models we built.

ANNAPOLIS 1925

We sailed Valkurie into Annapolis with a nice breeze from the south. It was August 15, 1925. This was the most attractive harbor we had seen our whole cruise from Detroit. Out in the bay we sailed near the trucks of the bay and saw a Bugeye loaded with watermelons. We waved and he threw one overboard for us. We split it open and enjoyed.

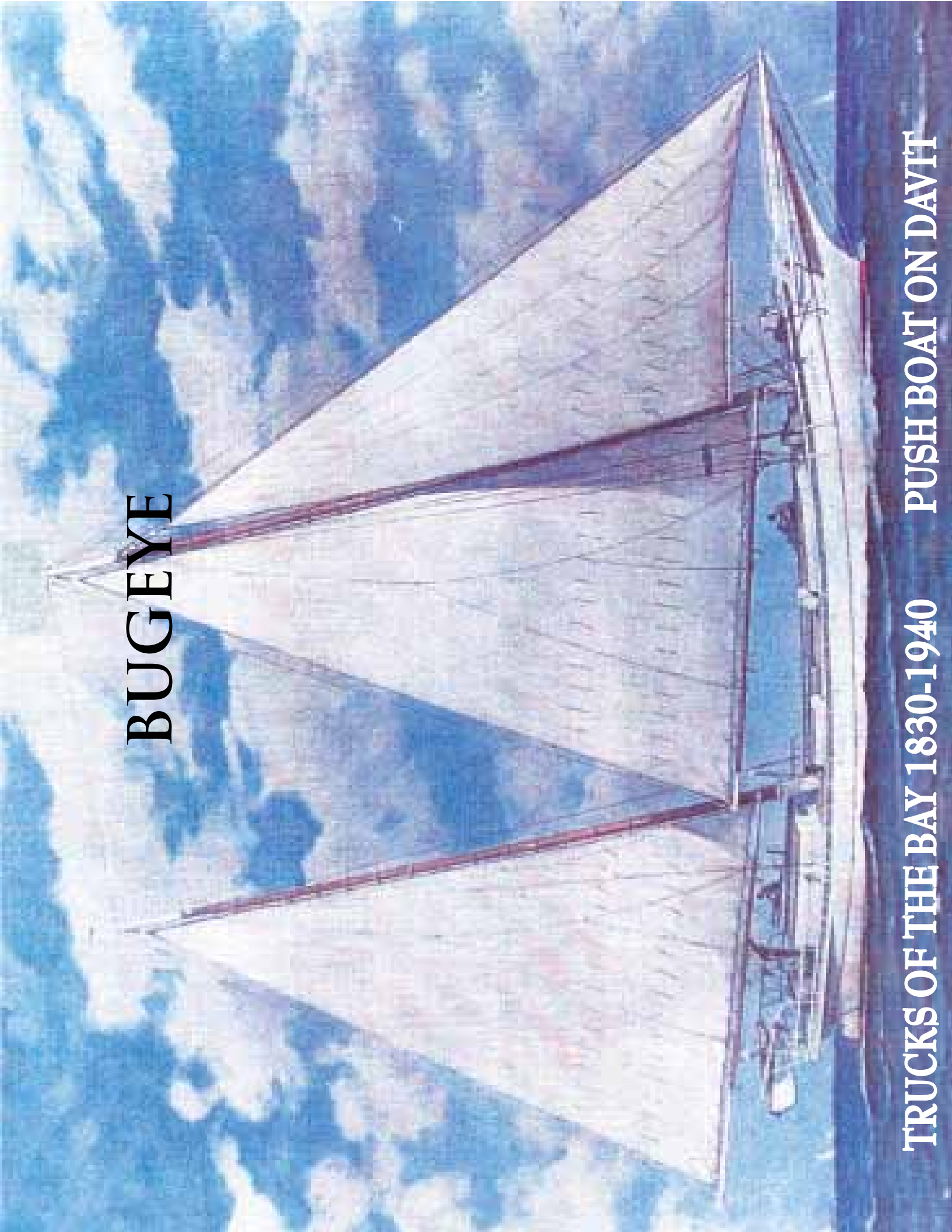
The city dock was full of crabbing boats unloading their catch of the day. This is when I learned that we were in crab town. I had never seen a blue crab before and they are a weird shellfish. All were alive and fighting anything they could put there claws on, including the crab next to them. There was a long old pier on a sandbar at the south with a shed at the end. This was The Severn boat club. Instead of boats there was a card table. Later, this became the famous Annapolis Yacht Club.

On both shores there was not one pleasure boat, sail or power. There were several boat yards and marine rails all for work boats. In those days the crabbers caught the crabs with a trout line. This was a long line about a 100 yds or more with chicken and eels as bait. As the skiff moved along the line they netted the crabs holding on to their dinner. There were lots of crabs all over the bay, and the crabbers made good money. Some docks had a steamer house who would steam the crabs as they were unloaded. The boats were about 30 ft. long and made of native pine like a big row boat. The power was often an old one lugger or single cylinder of large diameter. They would start the engine by cranking the fly wheel against the rotation and as it came back they would turn on the ignition and off

BUGEYE

TRUCKS OF THE BAY 1830-1940

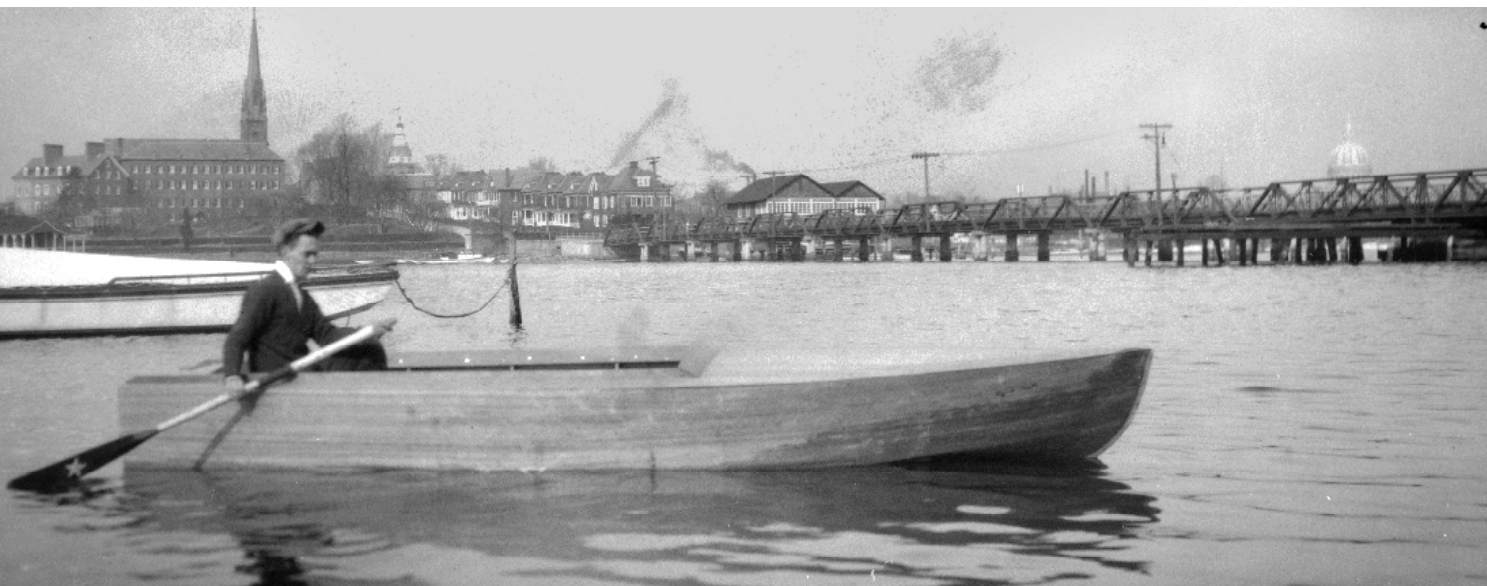
PUSH BOAT ON DAVIT





THE OWENS FAMILY:
FRONT ROW IS JACK, NORMAN, CHUCK & COUSIN JOE. BACK ROW IS MOLLY.

BOATING IN ANNAPOLIS – 1925



she would fire with “putt putt miss putt and bang”, very colorful. To cool the engine they often poured a bucket of water around the wall of the engine. In the winter these same boats went out to the oyster beds and with 20’ tongs clawed the oysters to the boat for selection of the best.

We blew for the east port bridge tender to turn the road and open the water. He came from a little house and with a big lever swung the bridge open. Spa Creek, where we were to moor, was again boatless. We saw pleasure boats in Detroit and New York. I said to Dad, “Are you sure you came to the right place to build boats?” He said, “I grew up here and can say it is the best cruising grounds in America, and in your life you will see thousands of pleasure boats.” Dad had planned to be the pioneer.

Today the bay area is over crowded with pleasure boats and Crabbing and oystering are almost gone. The biggest industry is recreation on the bay.

– John Burneston Owens

NORMAN, JACK & CHUCK SWIMMING IN
LAKE ERIE, OHIO



1918-1936 - A TURNING POINT, A DREAM MANIFEST

A MAN FOR ALL SEASONS

Charles Councilman Owens the Dreamer



*"In Flanders's Field the poppies grow
among the crosses row on row. We the old
say take up the banners as we throw the
torch to be yours. Now, hold it high and
do not break the faith so the world shall be
proud of you."*

*- John McCrae, Medical Officer
1915*



CHARLES COUNCILMAN OWENS



JACK OWENS & KING FISH
ABOARD AN OWENS 35





Our father, and company founder, Charles Councilman Owens chose to leave a very secure and successful career in big business with Westinghouse and go, “where Angels fear to tread” in the manufacturing of boats.

In his decision to produce boats, Charles Owens was following in the unsuccessful footprints of millionaires Ford, the Dodge Brothers, Garwood, Steinway and Benz of piano and motor fame. Literally hundreds of big boat companies disappeared from the market place--- passing away as unknown as the proverbial desert flower.

After that decision, Owens Yacht Company was founded and grew from a small shop in Annapolis, MD in 1926 to the most sophisticated, efficient and modern wood boat builder of all times. Its seed took root on the tributaries of the great Chesapeake Bay--- in the mind of Charles Councilman Owens.

The odds of production boat-building success were not tested and obviously minimal. There was no proven market for pleasure boats, yet many large companies were building commuters and runabouts for the lakes and Long Island Sound.

Only two companies were able to build boat companies of world renown and sufficiently support their families: The Owens Yacht Company and Chris Craft Corporation. Owens and Chris Craft were the only big production companies with national dealer sales offices. Both survived the depression, but succumbed to the sirens of Wall Street by merging with the conglomerates in 1960. The tales of the Owens Brothers “trials and tribulation’s ensued from 1926 to 1965.

Our father never had a chance of total success. He started in 1926 and died in 1933.

But he survived the depression, a disastrous

“CHARLIE” OWENS



OLD STEAMSHIP TRAVERSED THE BAY FROM NORFOLK TO BALTIMORE.

people were ready to develop fuller lives entering a new era. The emergence of a middle-income family in America was starting to become a reality and the Owens Yacht Company was preparing to offer many of them a chance to get on the water at an affordable cost.

“Charlie” Owens, as he was known in the business world, must have been a dreamer to come up with this idea, but I believe he wanted to leave his footprints in the sands of time. Also, the glamour attached to the international boat racing in Detroit and his observation of how efficient auto manufacturing could become; and his love of those boating days as a boy, thrust his dream forward.

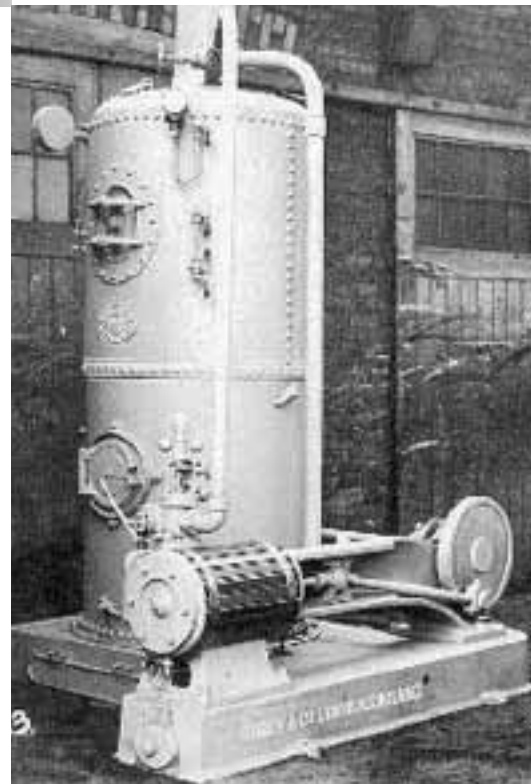
Charles Councilman Owens, our father and founder of the company, was born in 1877 in Owensville near Annapolis into an old colonial family. He was the son of Dr. J.R. Owens. In addition to his fathers’ practice as a country doctor, J.R. owned and ran a large farm in Anne Arundel County and maintained a cottage in Deale, MD.

It was at this cottage near the bay that his family spent a great deal of time in the summer. This area of the Chesapeake Bay was famous for it’s trout, herring, crabs and oysters. The fish were shipped by bag steamer from there to Baltimore daily. The Old steam lines were about 150 feet long and fitted with a huge balanced beam steam engine, fired by coal. They sailed at about eighteen knots and provided transportation through out the Chesapeake Bay region from Baltimore and Washington to Norfolk. These were romantic times.

Dad and his brother as youths had a small twenty foot skipjack sailboat that, I am sure, peaked his interest in boats and the water forever. His mother was a Councilman from Baltimore County. Our grandmother, Gertrude Elizabeth Councilman, became acquainted with Dr. Joseph Rutter. Owens, our Grand Father, through her brother who was also a doctor of medicine. Baltimore County was a little more urban than Owensville and grandmother Gertrude would always compare her life there as Dickinsonian.

time for any business, and kept his dream alive in the hearts and minds of his sons. We were mentally and physically prepared.

By 1934 the USA was entering a new era. The people were tired of the depression, and the



STEAM ENGINE POWERED BY COAL.



When Charlie (Dad) was about sixteen years old the family moved to Hyattsville, a suburb of Washington where his father became an administrator of the University of Maryland. Dad and his brother went to George Washington University. His brother studied law and Dad, electrical engineering. Upon graduation, he

went to work for Westinghouse in Pittsburgh and then New York City.

In New York City he lived near the water in Sheepshead Bay, and he again became active in sailing the boats of the area. Small twenty-two foot sailboats called Sandbaggers, because they used sandbags for ballast. At that time, the only engines around were steam engines and much too complicated for small boats.

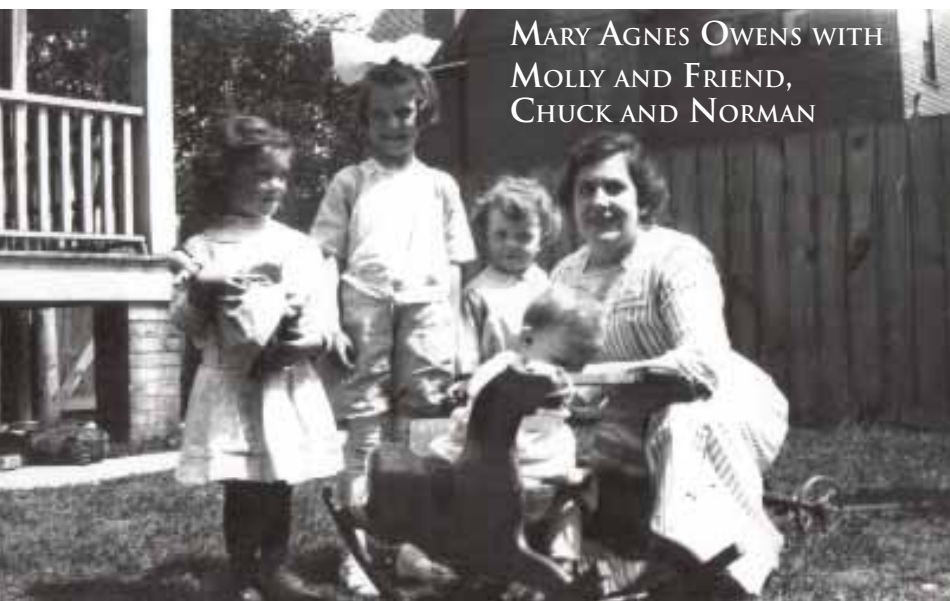
At the 1904 New York World's Fair Exposition officials wanted a fleet of small boats as an attraction and people mover. By that time the small electric engine that Westinghouse made seemed a good unit to use. Charlie



MARY AGNES OWENS

worked with boat builders to supply the electric motors and the companies built several hundred of these boats. I think that made him think if you could get a smaller gasoline engine you could build a viable pleasure boat. He was always learning something new.

His college education was well



MARY AGNES OWENS WITH
MOLLY AND FRIEND,
CHUCK AND NORMAN

rounded, and he was well read. Through out his life he collected old books and possessed an outstanding library. His collection included Blackstone's English Lore and an original set of Gibbon's Roman Empire.

He loved to tell the story of when he went to a new play in New York and had a copy of Gibbon's with him. The play was very bad and the man seated next to him asked him his name. The next day in the New York Times a critic, describing the tenor of the play, said, "the play was so bad a chap named Charlie Owens was reading Gibbon's, which is not leisurely reading!"

He collected everything he could find on boats, yachting and boat design. He was always drawing boat plans.



THE LOVE OF HIS LIFE

MARY AGNES – OUR MOM

In 1907 he married the love his life, Mary Agnes Glynn in New York. They had two children born in New York, my sister Molly and brother Chuck. Soon after the marriage Westinghouse transferred him to Detroit where he became a Vice-President in charge of sales for the Midwest District, including Michigan, Illinois and Indiana.

The Midwest was a hotbed of industrial activity because the automobile industry was beginning

to go into high gear production with new assembly line manufacturing. Manufacturing processes were fast changing from the steam powered plants of the last century to electric motors. The job of his group of men was to modernize the manufacturing processes by the placement of electric motors and controls at the point of use.

For almost a century the industrial factories were using a large steam engine to supply the power through a complicated system of shafts, pulleys and wheels all connected by flat



leather belting to the machine that was running a loom or cutting wood or metal.

The mechanic operating the machine pulled a lever that sent the belts' power to his machine. One of these belting suppliers was still going on in Baltimore in the 1950's. As a mater of fact, in the early days of Owens, in Annapolis, about 1935 we had a plane for



smoothing wood that was run with a flat leather belt.

Dad became well acquainted with the men in Detroit who were in the forefront of this revolution in transportation. He would tell the story of his association with Henry Ford. Ford's main position was running the factory more efficiently and he was eager to learn any way to increase



DODGE WAS AN EARLY CENTURY BUILDER OF
HIGH SPEED RACING BOATS

the production of Fords. His philosophy was, "if he could produce a good sensible car cheaper, the sales would follow." On one occasion, when Dad was selling motors, Ford, knowing that Dad was a graduate engineer, asked him if he could help him with a cooling problem in the factory. They were painting the cars and then heating paint to help it dry quickly. In the process

they had to get rid of the heat. Ford asked Dad if he had any ideas. Dad said, "There is a stream that runs into the river Rouge." This river was named after the French and Indian Wars, where a bloody battle was fought. The Ford plant was built on that river.

Dad said to Ford, "do like Columbus did to measure speed." So, Charlie simply measured the width and depth of the stream and the length, which was 100 feet long. Then he threw a branch into the stream and timed it traveling 100 ft. He took the temperature and gave them the cooling power of the stream. Ford used Dad's information to cool the paint on the autos in the plant. In those days that was high tech for Detroit. Coincidentally, when we designed our plant to build twenty five, 26' foot boats a day, the bottleneck was drying the paint.

In those early Detroit days Dad was completely happy and occupied with his job and the care of his wife and five children. He joined many clubs. He was in two yacht clubs and fit in well because he was more familiar with all types of boats than anyone else in Detroit at that time. He was living the life of Camelot.

ETERNALLY RESTLESS

In 1918 the World flu epidemic struck his wife and Camelot ended. From then on he was eternally restless. He kept dreaming of building boats. He was certain pleasure boats would some day crowd the beautiful waters of America. He acquired every boat book published both here and abroad. Soon he was making boats in his back yard to help him become acquainted with all the special arts he needed to build wooden boats.

'Of Cabbages . . . and Kings'

Article posted in the Detroit Newspaper after Charles Dail and the Boys had started the Owen's Yacht Company.

By TONY WEITZEL

RIVERS TALE: The breeze that swept up from the docks was balmy but great steel-gray ice slabs choked the river and the sailing men turned away from the windows and walked slowly to the bar. For another month they'd be talking boats instead of sailing 'em . . . talking of voyages past and voyages to come. It must have been after the third luncheon that somebody mentioned Bill . . . and the boat yard that started in the living room of a comfortable old house in Detroit.



Tony Weitzel

BILL, MURDER the man who told the story, was a big liver in his day . . . local manager for a huge corporation . . . and a wonderful guy in or out of his office. But Bill's greatest glory was his family . . . his lovely, dark-eyed, Irish endorn and these five kids who filled the big house on the west West Side with noise and laughter and love through all the days.

HIS MAHE big money, Bill did, and he spent a lot of it on Mary and the kids, but the money didn't mean so much. His true wealth, he knew, was his lovely Mary . . . and the daughter who was her precious image . . . and the four lads who helped Bill adore them. These were his treasures, and he was as happy a man as any on earth. That was before the tragedy.

ONE BETTER night it was that Bill came home to find his Mary's dear breath snoring in her throat and the soft cheeks of her limbed with the forest. And it was less than the span of a week until her lovely head dropped wearily back onto her pillow and her dark eyes never lit up and the kids for a long, frightened moment, and then closed forever. Pneumonia.

THE FAMILY said Bill was in a sort of trance the day they buried her. The news wouldn't come to his eyes and the agony wouldn't come up out of his heart. He went back home and he sat staring a long while at an amber bottle and then he tipped it slowly and for a little while the anguish was muted.

THE DAYS passed, and the weeks, but the agony dwelt always in him. The house reminded him of Mary's quick light step and her laughter still sounded in his ears. The dear wistful faces of his children blended into the sweet face of Mary and he sat staring like a Croesus mocked by his god.

SLOWLY, Bill came out of the first awful purgatory of grief, but he didn't seem to care much about anything but the kids. He literally faded out of his job . . . the job he'd fought to win and to hold for Mary's sake. There was money enough, so he just stayed home and looked after the youngsters . . . and built boat models. That is, they started as models.

BUT THE models kept growing . . . first to the size of skiffs . . . then to the size of cutters. His shop outgrew the basement as Bill knocked out the French doors between dining and living rooms. Christmas Eve old friends dropped in to see how things were going with Bill. For a moment they were speechless. The house was littered with sawdust, shavings, nails, a thousand tools. Bill was on the floor, placing a plank. Two of the kids were on his back. One was walking up and down the fireplace mantel. It was "You Can't Take It With You" in technique!

BILL GOT up off the floor sheepishly. "D'ya think," he asked softly, "it's shocking to

Tons of Tokens



Guinevere McKean and Ethel Madeline are surrounded by some of 20 tons of GPA red tokens now stored in a Chicago warehouse after being called in from eight Middle Western states. The GPA is looking for the most economical way to dispose of them.—Arne Telephoto.

see Mary's house littered like this? Mary's girlfriends smiled gently. "If you're happy doing it," she murmured, "that's all that matters." . . . Bill stood a moment in thoughtful silence. "It does make me happy," he said, "and it keeps the kids with me. I think Mary would have wanted it this way."

THAT SPRING Bill had to rip the whole back out of the house to get the cruiser out. The neighborhood went crazy with the excitement of it. Every kid for blocks around was on hand to see Bill slide that huge boat out of his living room . . . down the ways into the alley. The stuffy neighbors were shocked. Some said Bill ought to have his head examined. But that boat, built in the days and nights of a tortured heart, sailed all over the Great Lakes that summer. The kids had a wonderful time.

THE YOUNGSTERS were pretty well grown when Bill died. He died smiling because Bill believed in a hereafter . . . a place where he'd find Mary. The neighbors were amazed to find he'd left a lot of insurance so the kids wouldn't have to worry. Little Mary, as big as her mother now, took charge and they moved down to the East Coast.

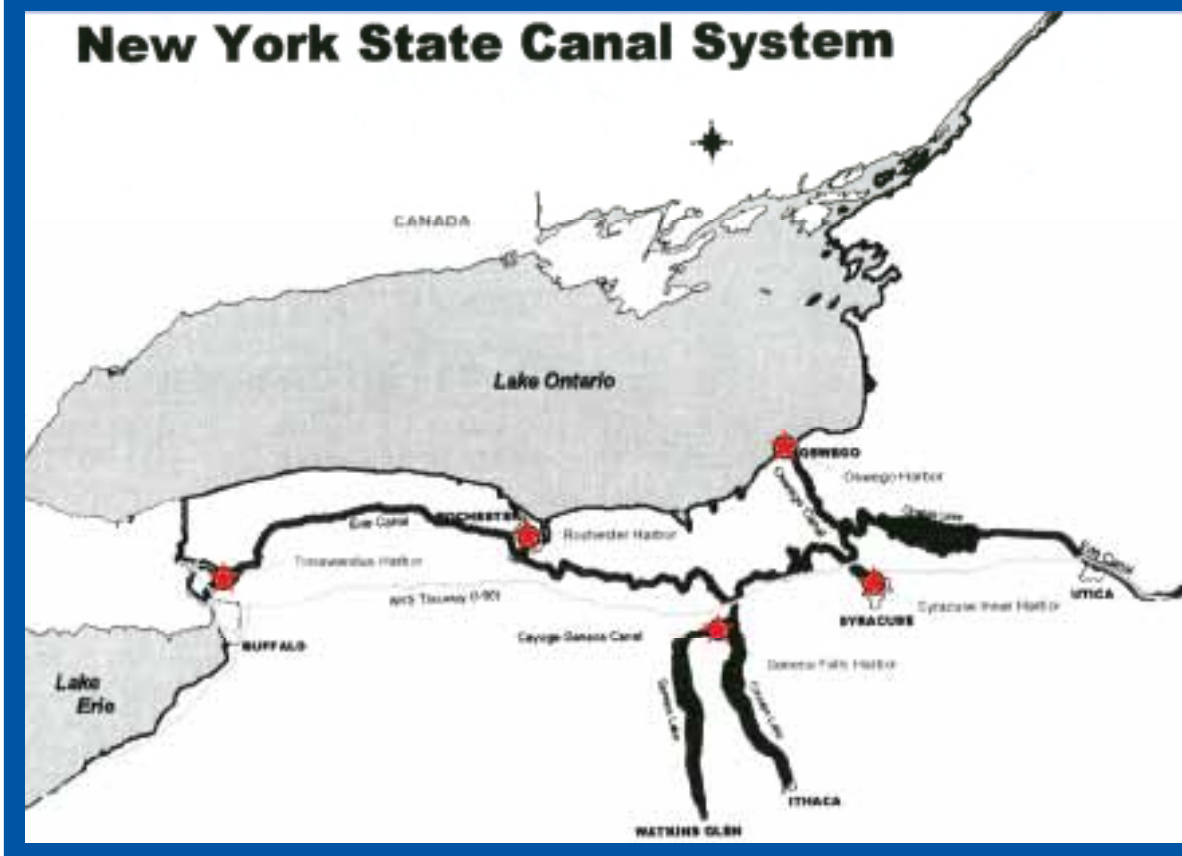
TURNED OUT that Bill had been right about keeping the kids interested, too. He'd taught them a lot of things . . . things they added up into a business . . . a boat yard. And now that the war's over they're expanding . . . bigger yards . . . new sales outlets. They're all together, little Mary and the boys, and the boat yard that started in a sawdust-littered living room will be something to watch in the postwar days. Somehow, I think that's the way Mary would have wanted it.

Every night at 5:40 . . . Monday through Friday . . . Tony Weitzel climbs onto the bicycles of WWJ-The Detroit News . . . for that nightly five-minute chat.

CHARLIE'S NAME WAS CHANGED TO
BILL AT THE FAMILIES REQUEST.



Detroit was the Mecca for high speed unlimited racing. They powered these boats with Liberty aircraft engines left surplus from the war. Garwood seemed to dominate the International Racing Class with Dodge Cigarette boats close behind. Dad was proud of a first place in cruiser racing. In one race, he rode the first wave behind the transom of the fastest boat. They thought he would crash, so did I!



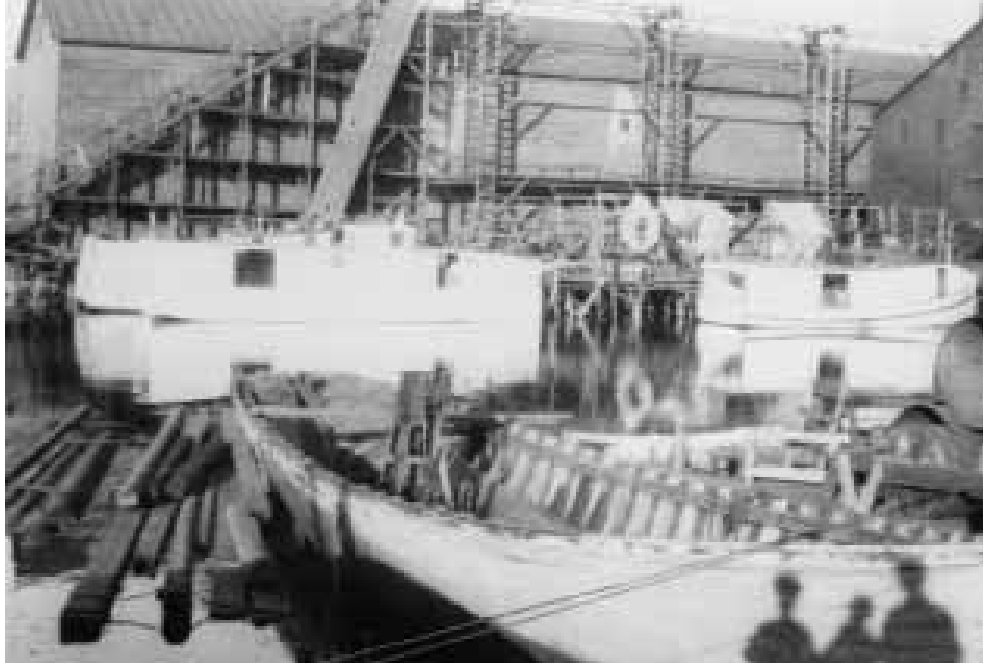
THE OWENS FAMILY: CHARLIE, MOLLY, CHUCK, NORMAN, JACK AND BILLY IN FRONT OF ANNAPOLIS HOUSE

After his wife's death, with the aid of a housekeeper, and a maid, his children were able to grow up strong and confident. Aunt Fanny, whose name emulates her body, was quite strict. We all toed the line.

Charlie never forgot his birthplace and the Chesapeake Bay. He decided to build a sailboat and move the gang to Maryland. He hired a guy who said he was a boat builder and built boats on a barge in the Detroit River. Frank Riley was his name and on several Sundays I would go with Dad to see the "Vaulkrie" under construction on the Banger.

The conditions were bachelor like and I decided right then that I did not want to be a

boat builder. Frank was sloppy, but ingenious. It gets cold in a barge in the winter, so he had two stoves and he set up an igniter inside the unused stove. When he went to bed he connected the stove to a spark plug. When his alarm clock went off in the morning the spark plug lit the fire in the stove, so he could get up in a warm room. I think he even had bacon and coffee already cooking on the stovetop before he got out of bed.



NORMAN, JACK, COUSIN JOE & CHUCK

and myself set sail for Lake Erie and the Chesapeake Bay. The first stop was in Windsor, Ontario Canada on the river where there was a market on the dock selling beer and alcohol, which was not on prohibition as it was in the USA.

Sailing Lake Erie was no problem, but then we were to passage the Erie Barge Canal to the Hudson River. We had to unstep the mast, lash it on deck and motor with the barges. In 1925 the canal was very busy. There were many locks to pass through. It was frightening when we hit one with a 100-ft. drop. I thought we were being swallowed up.

At Waterford, New York the canal ends and we entered the Hudson River. The river was beautiful! We stopped at West Point and I saw the cadets and I thought "that is the way to live."

Next stop was Coney Island and in those days a pleasure trip. We sailed around Manhattan and saw this amazing city from the water. In Long Island Sound we hit

Dad was always ready to try new ways to make boats both strong and light; but also inventive. One day he saw a limb of a big locust, curved like a boat tiller. He told Frank "to cut the limb and we will build a sailboat that will steer us to the east."

Sure enough on Independence Day, July 4, 1925, Dad with Chuck Norman

FRANK RILEY WORKING ON THE "VAULKRIE"







MARY AGNES OWENS

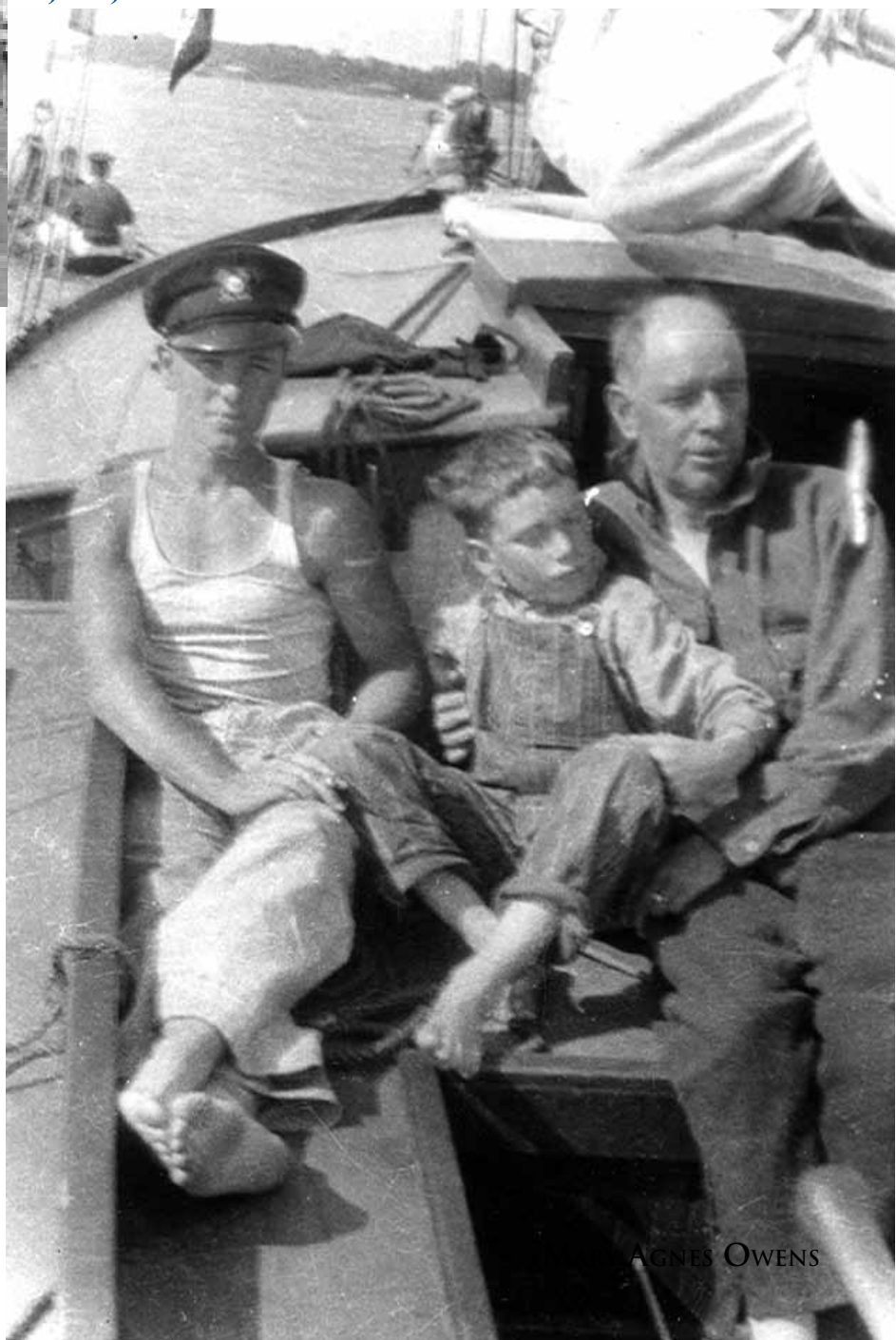
MOLLY, CHUCK, NORMAN,
JACK AND JOE



our first bad weather. At that time we acquired “Mal de mare”, or seasickness, and had to adjust to the rolling sea. After about a week we anchored in Block Island Harbor and got a good taste of real fish and lobster.

Dad said, “this was where we head for the Chesapeake Bay.” When we got to New York City he decided not to go around Sandy Hook and sail the Atlantic with such a novice crew. So we barged again the old, now closed, Raritan Canal into the Delaware River, leading finally to the Chesapeake Bay. We arrived in Annapolis the end of August 1925.

After arriving in Annapolis, Dad got us entered in
JOE, JACK AND CHARLIE



school and then built a house in a good neighborhood. He, then, proceeded to build in his backyard, much to the astonishment of the neighbors, a modern 26 ft. Marconi rigged sloop. We sailed this sailboat often in the waters near the harbor.

We would often sail the sloop alongside the midshipmen in training from the Naval Academy in their 26 ft. sloops. We would always overtake and sail away from them. This caught the attention of the officers who knew they had to bring their boats up to date. They gave Dad an order for eight sloops, which was his first order.

He was building, in a small shop, small outboard boats to go with the Johnson engines he was selling. With the first big order he knew he needed

AGNES OWENS

a bigger shop to build sailboats. The outboard business was slow. The main outlet was for racing boats and to sell them you needed a reputation. Chuck and Norman were drafted by Dad to be his drivers of his racing skiffs. Both Chuck and Norman say the experience was great because they were among the first young race drivers. They were invited to race in the Albany to New York race, which was the largest race of the year.

Dad had to step up his building to accommodate the growing number of orders. He decided to rent a shop. He chose a marine railway with a small shop, but big enough to build the sailboats. The shop owner said, "You have to hire my two sons and myself."

This was not too bad because the sons were good workers, but the old man was an enigma to me. There was no one home during the summer months except me, so I would go to the shop often to help. They usually had me sanding the wood. I was always curious and noticed the old man would come to work wearing a vest with a big brass pocket watch.

He would start looking at it about a quarter to twelve and when it was twelve o'clock he would bellow out "Dinner Time!" He always ate biscuits and ham. I asked when he would change? He said, "no way - I will have my wife make you one." Boy, they were good old southern fare. I told Dad that he could increase efficiency if he would get the old man to stop sharpening his tools.

In 1929 he built his own shop big enough to build four boats at once. He designed a nice 28 ft. cruiser that could be modified to be a commuter. This was the start of a standardized boat, and a good effort to obtain efficiency. He always told us of the way they were building cars in Detroit. And now he began to show us.



MOLLY OWENS

For his family he built another small house on the top of the hill. A novel feature in the house was the way he built the oven in the kitchen in such a way that the oven was heated by the fireplace in the living room. This was typical of his forward thinking. Here we rode out the depression.

THE CRASH OF 1929

Charlie Owens "Hard on the wind, we have a rough storm and wet beat to windward. Put on your weather gear, trim the jib, we will weather the storm." These were the words of inspiration often given the Owens' brothers during the depression. We missed some of the perks of prior days, as now, no one had any money so things were cheap, simple and people were honest. We quickly learned how to use money. All of us remember these days as some of the best of our lives. The uses of adversity are often sweet.

Years later, when I was in London, I asked a taxi driver





FROM LEFT TO RIGHT
OUR MOTHER MARY AGNES
NORMAN, CHUCK AND MOLLY

how he survived the bombing days of WWII. He was about 10 years old then I wanted to know if there was emotional damage. I explained that I had read a recent book describing the psychological damage done to the children of London at that time. "He said "No". "I spent the nights in a bomb shelter where it was hard to get the boys to go to sleep. In the morning we would go to the bombed sites and pick up metals to sell to the scrap dealer."

He told me, "The best time of all was when the American troops were leaving London to go ashore on D-Day. The soldiers marched by Trafalgar Square throwing all their money to us kids." He said, "He thought he was rich!" The young only remember the good times, thanks to the magic of Mother Nature.

In that year, 1929, Charlie's dream of becoming the Ford of the boating world was barely afloat when the whole world went into a "deep depression funk;" when many around him

began to fall to the depression. He would not give up the passion he had for building boats. He had cast the die and was determined to leave his footprints in the sands of time. He had his sons to whom he would transfer this love for boats and his knowledge of business and the techniques of design and construction of boats. The timing was unique as the job market for the young was bad, but now his boys had been given a broad business experience in their own company.



SPA CREEK

CHARLIE'S DREAMS FOR HIS CHILDREN

Once we moved to Annapolis, Dad decided to ask his sister in Washington, DC to raise Molly with the specialties that only women have. He wanted her to be a lady because Molly was probably treated as a boy for a while. Aunt Alice was glad to help and show her the ways of a lady. So, Molly lived with her Aunt and went to business school in Washington and, eventually, became the Assistant to the President of St. John's College.

He saw in Chuck, the potential of a first class marketing man. Charlie, of course, was the top marketing man in Westinghouse. As sales manager and vice-president for the Mid-West, he knew how to train sales people and thus, he indoctrinated, Chuck.

Dad was also educated as an Engineer and in those days in the colleges they gave you a broad tour in all the parts of engineering. Needless to say, he never had to call on others for this knowledge and he learned easily the special needs of a naval architect.

In Norman he saw the makings of an excellent pupil. Charlie thought Norman had the ability for drafting and engineering comparable to his own. He thrust upon the eager youth His love for boats



CHARLIE, CHUCK, NORMAN, JACK, MOLLY & MARY

complaining and asking questions about everything. One question was “will there ever be another millionaire?” Dad said “Sure!” Jack was doing well in school and left up to the realities of his changing world. One of the last things Dad did, when he was dying, was to help me write my valedictorian speech for high school graduation. He was too sick to come to the event. Jack was also a notable athlete, at St. John’s College, Annapolis.

His youngest son, Billy, was named after a famous Uncle William Councilman, the brother of Dad’s mother. William was a Professor of Medicine at Harvard and the author of the textbook, “Councilman’s Pathology”. Dad pointed Billy towards a medical education. Billy, as a youth, spent time at Woods Hole and other biological interests to learn about biology before medical school. Billy was an excellent student and won Phi Beta Kappa at John Hopkins Hospital and became a noted Ophthalmologist.

Our father deserves tremendous kudos for the remarkable raising of Molly and us boys. We were all very well mannered and useful in our lives with none running astray. Being a single male parent can’t be a piece of cake.

A GREAT PERSONAL LIBRARY

Charlie continued gathering a big library, as was the custom of his parents. Since there was no radio, television and other distractions in those days he educated himself in many other subjects that interested him including business.

His library was full of engineering, marine design and lore. He also had collected original

and the knowledge needed to become a top boat designer and a boat builder. Norman was a good athlete. He played semipro ball and boxed for the National Guard. So, on the playing fields, he also learned to deal with the subtleties of people.

Jack was an enigma, he was a restless boy, always going somewhere or doing something with his friends. He was always



CHUCK, GRANDMOTHER GERTRUDE, NORMAN & MOLLY

editions of such rare volumes as “Blackstone’s Law” and Gibsons “Fall of the Roman Empire” in addition to others of this class. He got them in New York when bookstores were still a place to find old books. These books were sold during the depression.

He loved poetry and music. Sir Harry Lauder was one of his favorites. He was a Scotsman who played the stage with his native music which were very folksy sagas. In poetry Dad often quoted to us his favorite Edgar Allen Poe poem “Annabelle Lee” which closely mirrored the death of his wife Mary Agnes;

Annabella Lee

“It was many, many years ago in a kingdom by the sea where I met Annabelle Lee.

We loved with a love that was deeper than love, I and my Annabell Lee.

A nasty wind blew out of a dark cloud one night chilling and killing my beautiful Annabelle Lee.

But our love is so strong nothing can ever dissever my soul from The soul of my loving Annabelle Lee”

By 1931

By 1931 Charlie had the business going and one of his dealers was at a boat yard in Bermuda owned by the Darrel Brothers. They were using his boats for commuting among the islands off Hamilton Harbor in 1932. One was to be shipped by steamer to them. He thought it would be good to take Chuck and Norman with him on a cruise from Annapolis to New York Harbor for the experience. The trip almost ended the entire story of the Owens’ Family. All went well until they rounded Sandy Hook. There they ran into a fall westerly blistering down the Hudson with big waves and lots of wind.

The sea motion caused dirt from the bottom of the fuel tank to get in the carburetor and the motor to miss. They cleaned the carburetor as night was falling. And they were able to repair it well enough to get to Middle Bay Light House.

They were happy when they saw they were nearing Middle Bay Light House, which is built on a small island, and they crawled into the lee of it’s light. The keeper then saw them and threw them a line. I think they all had greater respect for the seas and God after that. The keeper said, “Bring a blanket to sleep on the floor of the house, because the wind will blow stronger and colder tonight”.

In the middle of the night Dad woke them and said, “Take a good look at the boat, it may not be there in the morning. If so, we may have to give up boat building with no cash.” God must have stepped in because she was still on a line in the morning! If she could talk she would have said “No way am I going to Bermuda on my bottom. I just want that steamer!”

Churchill speaks of “England’s finest hours” in WWII, and so I say the finest days of Owens were those slow tedious days of the depression. I am sure Dad thought many times to give up and go back to big business.



NORMAN AND JACK ON VAULKRIE

knowing that his sons would complete the job of building his dream of bringing recreational boating to the Chesapeake Bay and the common man.

Shortly before his death, Chuck told me that our Dad called Norman, Molly and himself to his bedside. In the conversation he quoted the well-known WWI poem of Flanders Field. It expresses the thrust and aims of his life dedicated to educating his children.

Flanders Field

*"In Flanders's Field the poppies grow among the crosses row on row.
We the old say take up the banners as we throw the torch to be yours.
Now, hold it high and do not break the faith so the world shall be proud of you."*

*- John McCrae, Medical Officer,
1915*

It has been said that the real measure of a person is how he remains in the minds and hearts of those with whom he spent time and pleasure. Dad is well remembered in this regard. We would hear from his old Detroit associates with great praise of their experience with him as well as the Naval architects in Annapolis he taught how to make a good modern boat. To this day he continues to have positive effect on his children where he lives forever.

Chuck, and Norman, had the courage and the confidence to continue the business

JACK ON BUNK BED



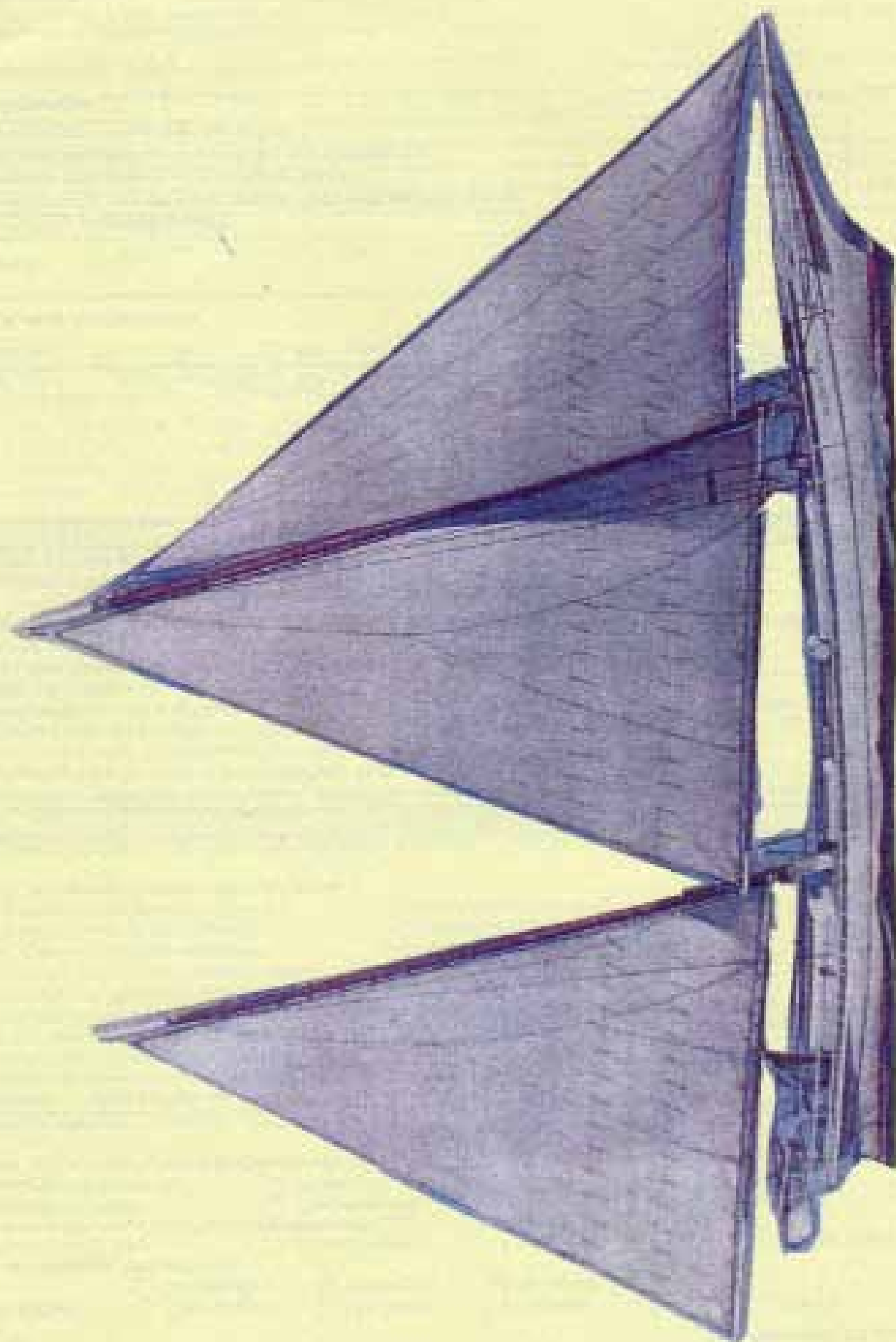
without a break and with plans to make the company a real player in the marine recreational world. Fortunately, by 1932, the depression was weakening and wages were rising so the market for boats was growing. Norman designed a usable, nice looking boat for cruising, and commuting that became very marketable.

By 1936 the company had out grown the size of the building and the work force of Annapolis. The manpower was not available to support the number of boats we were selling. As a result we bought an 8-acre tomato field in Baltimore, and began to build a modern show case plant for assembly line mass production of “affordable boats for the middle class”.

I was younger than my brothers when Dad died and I had a few years to grow into the boat business. I had some interesting times with the boats during those early years after Dad passed.

In the summer I became the delivery sailor. On one occasion, sailing an older couple to their home in Virginia, the steering wheel came off in a rough sea at the mouth of the Potomac. I babied the boat to a harbor and got a pin in the shaft without disgrace.

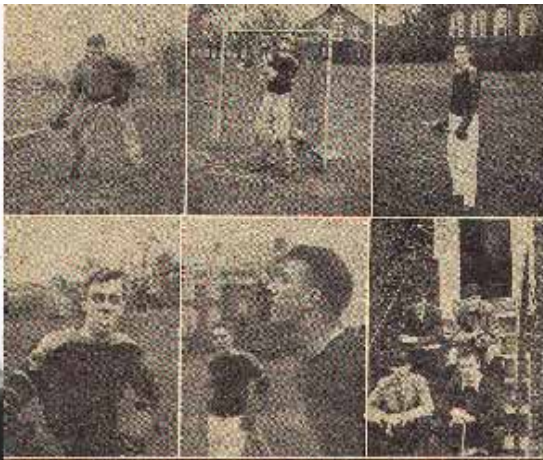
At that time I learned that tight inspection is a must in the future. On another trip with Norman I remember, after a cold night in November when our motor would not start. Norman told me to remove the spark plugs and heat them on the stove. To my surprise, when replaced in the block the engine started!



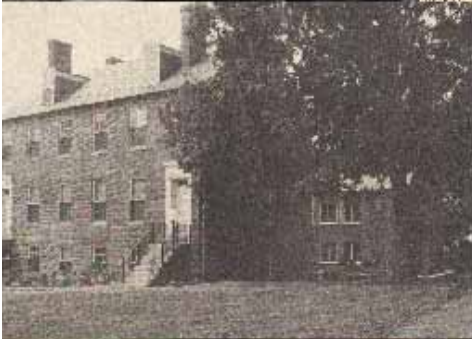
GOOD MORNING!

By The Bentztown Bard (Folger McKinsey)

It was only a glad "Good Morning" As she passed along the way,
But it spread the morning's glory
Over the livelong day! —Charlotta Perry.



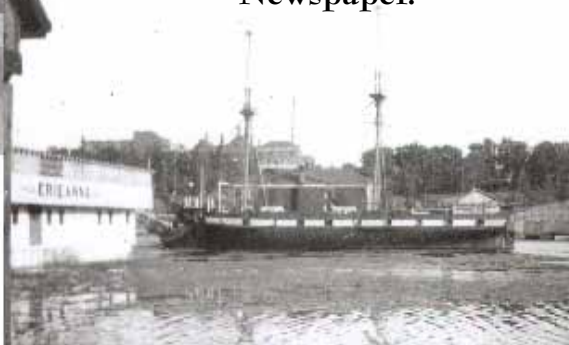
BETA MU SNAPSHOTS
Top, left to right: Peggy Christy; Midge Randall; and Louise Owens. Bottom, left to right: Naugby; Zuy Ginn; "Nana" Hammann poses for the camera while Sarah Isaac on; Naugby, Hoskins, Esten, and Middleton.



St. John's College



Representation of
article printed on
July 18, 1945 in
The Sun, Baltimore
Newspaper.



"OAKHAVEN"

*Where the broad Tred Avon flows
Oakhaven sits in calm repose.
Its mighty oaks, its valid birds.
Its flowers beyond the scale of words.
Across the waters at its feet
The ospreys soar, mimosas sweet.
Now in the bloom of summer show
Their flowers of dream in mystics glow,*

*The circling lawns, the rolling park,
The lilies in their ponds that mark
The height of beauty morn to morn
With new creations softly born:
Around the corner, as it were,
The deepening waters swifter stir.
And down by oxford spreads the tide
Of Choptank and Tred Avon wide.*

*The bordering woods of noble pines,
The sycamores in perfect lines,
The beech and maples, there so blend
To match where shores and meadows wind
Oakhaven, fine plantation of
Old Talbot dreams of faith and love,
Set in its coves and curving miles
Where Tinghman glows, Benoni smiles.*

11/16/2011

THIS PAGE IS FROM MAY OF 2006! I had an old PDF one of the 27 back-up CD's I have accumulated over the years so I went ahead and dropped it in. The text on this page will not re-flow with this current version and is already in chapter 3. Furthermore, the Spa Creek photo is already used and the plant photo is already in chapter 3.

THE BALTIMORE YEARS

CHAPTER 3

NINETEEN THIRTY-THREE

Three Brothers Take The Helm



SPA CREEK

In the thirties, Annapolis was a natural Mecca for small boats. And the Chesapeake Bay a great, clean waterway for all boating. We lived on Spa Creek. It was like a box cove and in it we would sail and crab all summer. Even in the winter, I could usually row my skiff across the creek to attend St. Johns College along with one of the professors. We were most reluctant to leave that place and move to Dundalk.

In this large, integrated plant, are all of the facilities for modern, mass production of the entire Owens Flagship line. Because the Owens Yacht Company hinges their entire reputation on the ultimate in truly fine quality boats, every phase of building their boats, from the raw material stage to the finished product, is carefully controlled and carried out at this one, large

And Now— Within the Means Of Every Lover of The Sea!

Adventure! Glorious trips down the wind-
ing rivers, across lakes, quodding bays and
sounds. Nights filled with the romance of
the sea and you—master of your ship.

A true ship of the sea is this newest
creation of modern-day boats, which now bring
you those dreams you've had of the sea.
Compact, yet roomy and comfortable, built
of the finest materials by men whose life has
been here and sea. Up to the minute, com-
pletely equipped for every comfort, there are
berths, galley, cabin and lots of real privacy.

A stable engine, independent from water and
heating with bronze bearings throughout—
at a price that is as pleasing as the boat
itself. Shows from the bottom to you—there's
only one way after this high quality boat at
the following price.

The

OWENS 26

Cabin Cruiser
Priced at only **\$1860**

OWENS BOATS

ANNAPOLIS

MARYLAND



26 FT. DOUBLE
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Price \$2200

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RUNABOUT

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Price \$1680

THESE boats are built in the best possible manner
of the finest materials. Mahogany, over white oak
trimming, with bronze fastenings throughout.

They are up-to-date, completely equipped for every
service and comfort; the cruiser with berth, galley,
cabin and all necessary details; the runabout with a
full inventory that accompanies the finest outfit.

The prices will surprise you!

FOR THE RUNABOUT..... \$2200
FOR THE CRUISER..... \$1680

and up, depending, of course, upon the motor.

Let us tell you more about them.

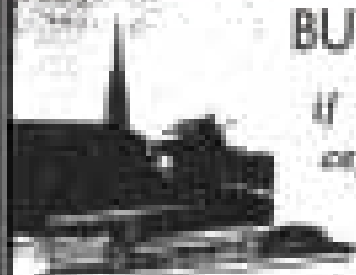
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ANNAPOLIS

MARYLAND

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price possible; the money you invest is all in
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OWENS
BOAT COMPANY

ANNAPOLIS

MARYLAND

Holy Stone the Deck

For six days thou shalt labor and do what thou are able and leave not a speck. On the 7th day thou shalt get on your knees and holy stone the deck.

The saga comes from the days when naval ships were made of wood and the decks were teak and had to be scrubbed with stones by a crew on their knees. Our dad used to quote the nautical saying above at times, but little did we ever think that it would apply to us. However our job as boat builders drive us to working seven days a week, not by necessity, but because we wanted to prove to the world that we could make a success of our company as boatbuilders.

Another tale of the days of wooden ships and men of iron tells about the phrase "Son of a Gun". When the ship came to port, the captain let the crew bring on board the lusty ladies of the town. The custom to get privacy was to take your lady to the side of the gun deck and cuddle. But some times the lady would end up pregnant and when her son asked his mother who his father was, she replied, "Why you are the Son of a Gun".

When Victoria became Queen of England she wanted the whole world to know that Britannia ruled the waves. So, she changed the Navy to steel ships and put bibles in the hands of every sailor and took away their daily grog of rum. Nevertheless, the Navy continued to retain watchtimes as four hours on the four hours off the man at the helm was still known as serving a trick at the wheel.

I attribute my birth to God and because of the environment in which I lived. I was destined to be a boat builder.

My mother died of the flue in 1918 leaving me in Detroit to grow on my own initiative. As a youngster I past the long and cold Detroit winters with my books called the "Books of Knowledge". I also enjoyed my toy steam engine, erector set and electric train.

Some say that adults never understand the enchanting world of children. I know this is true with me because I seemed to be able to be happy especially with steam engine, erector set and especially my books. I went thru about ten volumes page by page and with the pictures I was captivated and it helped me read and write. Now I can't remember most of my childhood however, there is one vent that taught me a lesson I never forgot.

I was hanging around my older brother, Norman, when he was with a boy named Junior. Junior wanted me to leave but I stayed. So, Junior in his house and come out with his hands clapped together. He said that he had a secret in his hands and would I like to see it. I said, "yes" and he said, "Smell my hands when I open them. This I did and he threw pepper in my face. I coughed and cried and went running home.

I made this a good learning lesson for me. I never trusted anyone who made an offer that sounds too good to be true. My motto is investigate before you invest. Along the way as a child, I found the old saying I have five serving men that will be your guide for life and they are right on your fingers—what—when—where—and why. So God was teaching me the facts for survival in a big unruly world.

During the long winters I spent many hours letting my mind grow. In the summer we spent about two weeks in a camp in Canada on a lake. There, I learned how to swim. Dad had a strong pole with a rope on it and a harness on my chest. He hooked the rope to the harness and I waded through the water and out to the end of the dock. When the water was over my head he let the pole down and said, “now dog paddle”. Well, I did not drown but after that I believed that swimming is just a way to avoid drowning! It was a great retreat and I learned much on this lake including how to sail a boat.

My Dad grew up on a farm and learned all the practical trades that a farmer must know to keep alive. Trades such as knowing farm animals and working the fields. His farm was near the Chesapeake Bay and there he learned how to sail and the ways of the fisherman. Boating became, at that time, a hobby that had swept him in as if “Lorelei” had grabbed him.

My Dad quit his job in Detroit at age 50, as Vice President of Westinghouse. There he was adding electric motors to auto manufacturers to modernize their production line. In those days electricity and small electric motors were as high tech as the computers of today. He thought he had enough money to retire and also to start a boat company. Detroit was the hub for pleasure boats, especially racing runabouts. Dad was racing in the cruiser division with a 28 ft., cruiser that he built in his back yard. (ADD PICTURE OF CRUISER).

As far back as the greek story of “Ulysses”, Homer talks about the sirens or Lorelei of the water who lure sailors on the rocks with their enchanting songs. I am certain these same Lorelei have lured many amateurs and big business men into the business of boat building. Especially in the twenties and thirties with the success of the automobile. Consequently I am afraid our Dad was captured and even I was caught in this trap. For most it was a fox trap, but we were young and well educated and made the Lorelei cry.

We arrived in Annapolis in 1925. My Dad leased a boat service company and began building boats. Then he bought some land on Spa Creek and started building standardized cruisers.

We lived on Spa Creek with its clear water and abundance of fish and crabs among the weeds. We always had a small pirogue tied to the small dock by our house. Almost every street on the creek had a small dock. It was easier to get around the town by rowing a small boat from one dock to another. They were certainly the halcyon days of Annapolis. Today, the little docks are gone.

I learned how to catch crabs with a net. My favorite was the soft crab that floated on top of the seaweed. A female crab lays a thousand eggs twice a year in the summer and the eggs that are not eaten

by fish grow into big hard crabs. While the crabs are growing they shed their hard shell. This is the time that the male crab finds the female and they mate. At rare times, you can see the two swimming together and you can catch a double; one, soft and one hard. The female and the male need to grow back a hard shell. Many times they will go to the top of the sea weed in the sun away from the fish and sit there to get in "fighting shape". I would pole my boat along the shore looking for the softies to net.

On one trip I poled along and saw a white baby corpse with the umbilical cord still attached lying on the sea weed. Apparently the depression caused one girl to feel that she could not raise the baby and threw the body in the creek. I never told anyone of this sight before, this treatise. I was certain that if it got in the news there would be an investigation and how would it end? It was frightful to me! The worst part is the hard crabs were nearby and crabs will eat anything with protein. Today there is a big problem with the group who are adamentely opposed to abortion and those who believe that early abortion would prevent such a cross method of disposing of an unwanted baby. Annapolis was a very small town and I was concerned that if I told of this sighting, I could be involved in a long legal affair. Today, I read that many, many teenagers are getting pregnant and when they are aware of the condition they are broken hearted, and at a complete loss as to what they should do. Some commit suicide and some babies wind up in trash cans.

The fetus I saw indicated that the baby was delivered by the mother herself or an in experienced person as the umbilical cord was still on the fetus. I say legalized abortion to stop unwanted babies from being killed.

My Dad built me a sailboat about 17 feet long and I spent many hours sailing. There was a young lady who also sailed her boat often at the same time and she loved to race. She was quite attractive and I enjoyed our tete au tete conversations. She later married one of the wealthy sailors on the bay.

As a freshman in college we were asked to write about any subject that personally interested us. I chose sailing. There is no experience I know of where you get to feel a part of nature like sailing. Especially when you sail alone. The joy is double, when you sail at night. You can feel the breeze in your face and as it increases your boat picks up some speed there is a spray on your face and the stars shine above. The old sailors used the stars to navigate.

We entered a race from Newport to Annapolis. It takes about three days and nights in the ocean to get to the mouth of the Chesapeake Bay. We divided up the crew so that we could have watches of four hours or eight bells as they say in the Navy. We were about five miles from the lightship anchored in the bay which we had to round to get to the bay. It was my watch and my trick at the helm. I was on a port tack with the tiller in my right hand and my left hand on the rail. There was a smart breeze and the boat carried about a two foot wave on the stern.

It was very quiet and peaceful, the moon was nearly full so the water sparkled. Suddenly, I heard a hugh grunt on the port side near my helm. I looked in the water and glistening in the moon light

were three dolphins with a smile on their face as if they were saying, “let’s play”. They looked like they wanted me to jump in and swim with them. They stayed with me for about an hour and left when I jibbed the boat around the lightship. By that time my watch was over. That night, after saying bye, bye to my dolphin buddies, I lay in the bunk and got the best sleep of the entire race.

Another sailing experience was in a race so called “Around the Buoys” because it is a day time race of about 20 miles around markers. The wind was blowing about 20 knots and gusting up to 30. The nautical dogma called for a reefed main and a small genoa. I wanted to have a full main for the legs that were not tacking into the wind. I had a small topsail with a long luff and a short tack. We put this rig on the boat and tried to get a starboard start because the boat was easy to handle. With this rig we were first over the line and strapped in good and tight. I called the boat “Volarie” and we were flying!! The helm was in perfect balance going to windward and there was no pressure on the rudder. I could see our competitors pulling on their tiller. At the first windward mark we were ten boat lengths ahead and easily won the race.

As a boy I spend most of my summers in the boat shop in Annapolis trying to help the men learn about the basic needs of making a productive day for the workers. Several times I was the only Owens in the shop as Dad and my brothers were in Baltimore. I made a work program for each man for the day and it seemed successful. Later when we had many men working in our factory we worked on motion study to make the jobs for each man easier for them and more productive.

In 1932 Dad was pacing the floor in the living room, back and forth. I said, “Dad, what’s the matter, you look worried”. He said, “Boys, when I left Detroit, I thought I had enough money to weather any storm, but his Great Depression has taken liquid funds from everyone and my boat company has to declare bankruptcy”. I said, “What is that word? I’ve never heard of it before?”. He explained to me that when you go bankrupt your creditors bills are more than the cash in the company, so everything is sold to pay them the money you owe.

He said the company was a corporation and to start over he would have to sell our house and cars and built a new building and small house in Eastport where the working class lived. He said that he had bought the property on Spa Creek and would start the construction that summer. He built the boat house first and in the loft he made the living quarters, like the cabin of a cruiser. It had a small galley, a so called “great room” and a bunk. The toilet and the shower were below and drained into the creek. When using the toilet you could see the sandy bottom and the water and some times, crabs. When we had no paper, we used the pages of M.W. Catalog. Praise the angels that did not last long as he built a small house on the front of the lot.

There are some quotes that describe life like this –
“Adversity is a road to a successful venture”
and also “Necessity is the mother of invention”
but the turn of events, described above

seems like a future that is doomed.

You don't know me, unless you were boating in the 1950's. Thus the following is the story of my early days. Also, how a little company became a Wall Street name.

The bigger story is the ability of a man, forty years old, who had lost his wife and as a result was left with 5 small children, succeeded. He managed to raise the children to be intelligent, polite and with good manners. They were also respected by their peers and the public. He gave them self confidence and left them with a business that would provide them with opportunity to be important.

His family moved to Washington so that he and his brother and sisters could be educated. There he got a degree in Electric Engineering. At that time 1900, this degree was a safe bet to get a job anywhere s electricity was new as a science. He chose Westinghouse in Pittsburgh, where he worked on the electric motors to be attached to machine tools which were placed along the assembly line of a factory. These motors replaced the old steam engine that ran a shaft fitted with wheels and leather belts that went down to the machine to operate the tool. Dad had an engaging personality so the chief of the company sent him to New York City to sell the new techniques.

I realized that if I wanted to have a management job as an adult that I would have to get a good education. My Dad encouraged me in my schoolwork. I had a good personality as I always presented myself with Elan. I got all A's in my senior year in high school and was elected president of the class. In the auditorium there was written "The measure of a person is the height of his ambition, the breath of his knowledge and the depth of his ability to be friendly and gain the respect and care of his family and friends".

Annapolis, where I lived most of my life, was an old colonial town of about 4,000 people with main street still paved in cobblestone. Every house was a little different from its neighbor.

In June 1937 I graduated from St. Johns. The ceremony was under the old liberty tree on the campus. It was so named because of its history as the place for the signing of the peace at the end of the revolutionary war in 1782. My Dad was sick and none of the family could make the scene. I packed my bags and walked to the old W.B.A. Railroad to go to Baltimore. We had moved the company from Annapolis to Dundalk, a suburb of Baltimore with many working class people. We were also near the suppliers of many of the materials we needed for boat building. Baltimore was noted in the 1800's as a ship building town of many famous clippers.

I got on the car and gazed out the windows watching a new city pass by me. The station is in the middle of down town and there were many office buildings. In 1937 most were about 5 stories high and made of brick. Many were banks and some department stores. The car went along the water front and I thought I was reading a novel. There were about eight steam boats docked in the water in front of about twenty warehouses. The boats unloaded their wares and then the wares were put on

trucks. Commercial sailboats were also prevalent along the docks and many were Chesapeake Bug Eyes. There was a commercial firehouse and nearby some retail houses that sold oysters and crab cakes to the public. The area was completely realistic and I promised myself to return for a deeper look in the future.

Next, we rode thru little Italy and I saw row after row of brick houses all joined together. Polished white marble steps was the mode. I was told by the conductor that this was the place to eat just like in the old country. We came to street called Broadway and passed John Hopkins Hospital which was built about 1900 and it had beautiful white steps leading to a sculpture of Jesus. Also, along this ride there were buildings that looked like 4 story apartments with wrought iron balconies as seen in Europe and then miles of more row houses. We finally reached Dundalk, our plant was about a mile from the station so I called for a ride.

The next morning my brothers gave me a desk and a check book. They said, "That was all they had for accounting". I said, "Do you know what it costs to build a boat?". They said, "no, they just priced the boat at a price that would sell". That was the start of my knowledge for accounting. I set up a large graph that had the checks on the left side and also a debit and credit column. Then I spread out columns for the account, such as payroll, lumber and other materials. It was not standard accounting procedure but I could tell what the cost of a boat was. We sold a boat to a Vice President of Price Waterhouse and he asked me if we filed income tax reports. I said, "no, we are a partnership". He said, "you still have to file". Then he looked at my accounting and said he would send a person to hire to keep a set of books so they could audit. I then decided to pursue the job of financial planning.

Along with the check book came the job of supplying all the materials. Chuck was handling the sales and advertising end, along with help from Norman. Norman was supervising the production and the design department. We would order material in lots to build twenty boats. We need a file for the materials, so I set up a material program that kept account of all materials needed for a boat and a credit when the materials were used.

St. Johns College 1933

Call me Jackson Class of 1937

The Depression of 1929 was full blown in 1933. I had just graduated from Annapolis High School and needed to go to college, but I did not have the \$300 for tuition required at St. Johns College.

Annapolis, where I lived was relatively sheltered from the realities of the times because the largest employer was the Naval Academy. But the tenor of the times was displayed to me when a friend of mine and I hitch hiked on the road from Annapolis to New York City. We were 15 years old. Such an action today is impossible.

We stayed at the Y.M.C.A and we ate at a cafeteria. While there, I sat next to a nice looking man of about 50 year, who was poorly dressed. He ordered a coffee for about 5 cents. He drank a little and then he poured the whole sugar shaker in the drink for food!!! That was the terror of the times.

We had moved from Annapolis to a small house in East Port on Spa Creek. My mother died from WW1 Flu when I was about 3 years old and my father had prostate cancer. The only way I could go to college was by scholarship. The State of Maryland offered each county a fund for tuition to St. Johns. I took the test and succeeded in my quest. I later found about 5% of the Johnnies also had scholarship from their county.

Annapolis was called "crab town" because so many fishermen unloaded their catch, usually crabs, at the city dock. From there, the "catch" was loaded and shipped to Baltimore. The bay was called, "a veritable protein factory" because of the bounty from the waters. The bay is now half polluted from factories, farmers and rain water run off. Spa Creek was clear from the springs and full of healthy sea weed and many crabs and small fish. I often caught our dinner from my little boat dipping for soft shell crabs.

My worldly knowledge was limited, so I was happy to go to St. Johns to knock heads with young men from all the east coast. My earliest class was at 8:00 am, so I would row across the creek for about 5 minutes and walk for about 10 minutes to get to class.

St. Johns was a good typical liberal arts college. It was old and had educated many noted doctors and lawyers. I took the regular classes my first year. Math, English, History, Chemistry and Physics. The classes were small never more than 20 students and the professors were well suited for their job. There about 350 students and 75 in my graduating class.

Early during my Freshman year, called "Fresh" year at St. Johns, we were required to attend a health lecture by Dr. Murphy from the Naval Academy. The lecture was about Mental and Physical Health with an emphasis on social diseases. He told us about the problems young people have from 16 to 24 in adjusting to becoming adults. During my years, three students died. One in his auto and two by suicide. One of them I knew well. He shot himself in his room. The rumor was that his dad wanted him to go to West Point and he wanted to stay at St. Johns.

The college, I think was struggling with the Depression like us all. I believe the Presidents took the job for prestige and a hope to help the College. There were 3 Presidents in my four years. One was Amos W.W. Woodcock. He had just left his job in Washington as Head of Prohibition Enforcement, sponsored by the W.C.T.U., because the amendment was abolished.

He was not popular on the campus. At one of the student assemblies in the big hall, he gave a lecture on the sins of drinking alcohol. He had two glasses on the lectern, one with water and the other with

alcohol. He dropped a worm in the water and the worm wiggled. Then he put it in the alcohol and the worm died. He asked the assembly, "What did that prove?". One of the boys in my aisle said, in a hushed voice, "That proves people who drink alcohol don't have worms". Amos said, "That's right, people who drink die."

President Douglas Gordon had a nice motto, that most remember. "When you graduate from St. Johns, you will be a gentleman and a scholar".

My four years were an important phase of my life. I became much more skilled in my social abilities. I found that I could succeed in the real world, as I had good basic knowledge in many subjects. I learned how to do the research you need to solve a puzzling problem.

My Freshman year was the last of the "hazing days". One day a sophomore asked me if I were a freshman. I said, "yes". He said, "where is your strawberry box hat?". I said, "I don't have one". He said, "get it and wear it". I never found it!!! I guess I am a bit of an iconoclast. They did have a "shoot the cannon run" starting at the old Civil War cannon that pointed at the old Liberty tree, now a plaque. The "sophs" lined up with belts to swing at the "frosh". As they ran toward the tree, I was a fast runner so I did play that game with them.

The "frosh" also had to learn the school's songs. The best is St. Johns forever' another was for the football team whose traditional rival was Hopkins. I quote as I recall:

St. Johnies in town

Oh Hopkins they are all around

They will run around your ends

Gaining by tens. There is no use in playing

Cause Old St. Johns is in town.

We had about six fraternities on campus where the brothers lived and a big dorm for freshmen. For those who did not want to join a frat, there was a student union on the first floor of McDowel. It had a book store and oddities and a pool table where the daily game was nickle nine ball. There was also a small library for research and a nice gym for basketball and lockers and of course, rooms for classes and the administration.

I knew I was missing such of the social life by living in town and the food at home was mainly from a can, so I worked hard to find more aid to pay the room and board. I raked leaves under a federal program, set up the lab in physics and did a little tutoring. Then I paid them a little money. That did the trick and I moved to the frat house.

We all dressed much like preppies all day, but in the dining room a jacket was the mode.

I recall the first day of my philosophy course. The professor came in the room smelling a little flower,

not saying a word, then he looked at the flower and said, "Little flower as I look at thee and smell thee, I wonder what the world and thee are all about?" he sat down and said, "that's what the course is about". We students looked at each other and gulped. This was not my favorite course, but even now I can't get these international words about life from my mind – "Elan Vital", "ding an sich" and "cognito ergo sum".

My senior year I was the person who initiated the new frat pledges. The dictum was from the bible as follows "vanitas, vanitatum, omnia vanitas" and two long paragraphs in Latin. I told them my translation. It means, "Don't be vane like narcissus, who liked his looks so much he kept looking in a pond at himself so Zeus turned him into a flower". Also, remember the old adage, "He is not heavy, he is my brother".

We had the "colonial prayers", a theatrical group that put on plays. We also had a glee club, a social club and enthusiastic intra mural sports soft ball, touch football, basketball and track. The big sport teams were foot ball, basketball, and, of course, lacrosse.

I played some lacrosse in town, so I played four years as a Johnnie during my junior year the lacrosse team missed a train in New York City to go to West Point to play Army. The coach said, "I am bed checking". Be in bed by 10 o'clock". One of our team from New York said, "lets go to Roseland called ten cents a dance. You can brush up on your dance steps. About four of us went in and played. "Ten cents a dance that is all it costs". Come on big guy take a chance. About ten girls were lined up and you picked one and paid ten cents and began to dance. After about 3 minutes they said, "ok, ten cents more". We went for about 30 cents and headed back to our rooms.

While playing intra mural basketball, the coach came to me and said, "hey, "Owens", how about joining the varsity, some of my better players are flunking in studies". SO I joined the team as a sub. For a small college we had an outstanding sports year in 1937. Maryland University had a good basketball team that year and we were the under dog as the pundits said. But when we played them at their home we were 6 points ahead with 5 minutes to play. The man I was the sub for fouled out of the game. The coach, "Dutch Lents", said, "'Owens", go in the game, Don't let your man score". Well, my opponent was named "King Kong Keller" and he looked the part. He was to intimidate us. He was a good athlete and I was good on defense and I stayed with "KKK" all the way, so he could not score. We won and "KKK" threw the ball at me. I walked away having learned debate but don't argue.

This was the first year of the national collegiate contest in basketball and the Johnnies were selected to represent the state of Maryland. We played on a Saturday evening in Philly and got beat. We had a good day any way cause when we got home to the gym the social club had Tommy Dorsay's big band for a social. Igelheart was turned in to a big dance floor. We were invited to join the dancers hall. The "Big Apple" was a popular college dance in those days. Four or five couples link arms in a circle and each dancer has a chance to "shine" in the center of the ring. I guess it was the forerunner of Elvis Presleys "jitter bug dance".

I give kudos to the coaches in four years I never heard one coach raise his voice to blame a player for his game play. Very different today. In 1937 we were prepared to beat Hopkins in lacrosse and trained hard. We did beat them and I had a good scoring day. These four years stand out in my mind as some of the happiest days of my life, and I think I qualified for the college's aim, "A gentleman and a "could be" scholar".

I like the program now at St. Johns. The best part is the communication between teacher and students. This skill is no 1 for a happy life in work, play and at home."

St. Johns forever

It's fame shall never die

We'll fight for its colors

and raise them to the skyyy!!!

I came to be intrigued with this job as I became knowledgeable about many industries. I found early in this job that many companies would only sell through a distributor. Our order would go to the factory and they would ship to us direct and the distributor would get 5% so I set up a division called "Owens Supply Co." and told the factory we are a distributor. They wanted our orders so we complied. We used many, many everdur screws to fasten the planks. I arranged to buy the everdur wire from the brass co and ship it to a screw company, where we rented the time on a screw machine to make our screws.

I still wanted an education in law and I enrolled in the Maryland law school at the university. I attended at night and took two very important classes for business. Contracts and commercial instruments. I found it hard to do all the reading needed on the cases plus working 8 hours a day and raising 6 children: I dropped it after one year but I had already learned a lot.

At this time Chuck sold a boat to a man in Florida who refused to pay the final bill after the boat was delivered to him by rail. He was claiming defects when he had not even floated the boat. Chuck went to Florida and got a lawyer and we finally got paid. At that time, a car dealer in Baltimore bought one of our boats. I told him of the incident and asked him for a copy of one of the invoices he used when he sold cars. It is written by the factory to be used for all sales. The invoice said the contract is subject to the terms on the back of the paper. I changed all Owens contracts to conform to these terms which limit liability to provable defects. At the same time I required all sales to be paid before delivery or by bill of lading thru the bank.

Shakespeare says; "many achieve successful by the circumstance in which they live". I can say that I had to learn how to be a business success in a hurry and God had sent me a guardian angel to hold my hand and give me a boost. My beautiful wife got all the business papers and books referencing this job of "business manager". I joined many organizations such as the 'Council for Economics' and even the 'Society of Mechanical Engineers', for whom I wrote an article called "Pleasure Boats 20\$ a Pound". A book I found priceless was Thomas's book of American Industry. For instance, when we needed

a company to cast the water cooled manifold for our flagship engine, a double part casting with a cooling shell. Several were listed. They were “margarite” suppliers to the auto industry as well!

I found we had no insurance for fire while making wooden boats. Also, the only water we had was a well that was used mainly for drinking and some processing. I knew a company in Baltimore who were specialists in this insurance and became acquainted with the owner who was also a part time politician he said, “the first thing to do is get the county to run a water line, about 10 inches in diameter to the plant. Then build a storage tank and put a sprinkler system through out the whole factory”. We did this and saved many dollars on insurance and at the same time protected a loss of the whole company.

We had a dirt floor throughout the entire plant and it detracted from the cleanliness of the final stages of the boat construction. So one day we sold a boat to a man who owned a road building company. I said, “let’s do some bartering like the olden days”. We trade you the boat for a concrete floor for the factory. We made a deal and got a new floor. We did the same with a brick contractor when we built a new building.

1940

By 1940 we were a well qualified boat builder. We had proven our merit and we were very respected as a manufacturer. We also had a good balance sheet and cash reserve.

All America was shocked by the war in Europe. All started by an egotistical maniac Hitler, who was also a racist. We could see that U.S. Engagement in the war would ruin building boats for pleasure. We alerted the bureau of ships, apart of the US Navy. That we could build boats for the Navy as they were needed.

They sent us to U.S. Army as they were building boats under lend-lease for Britain. These were 45 ft. rescue boats set up like an ambulance on the water. The boats were used to pick the british flyers who were shot down in the English channel. The Army gave us an order that fit in fine in anew building that was designed for larger specialty construction. The contract was good for us as it started the company in the building of larger boats. Until this time we only built a 30 ft model. Which became known on the waterfront as the “Owens Sturdy Thirty”.

We put our best men on the job and the building of these boats went along a head of schedule. The Army sent an inspector from Maine named Jones. He wanted the boats built as strong as the old lobster fleet in Maine. He was also encouraging to all and seemed to add to the spirit of the shop, and we got kudos from Washington it was interesting to me as I got to find sub contractors for the parts we did not normally use.

Horace Dodge had built a big boat building plant in Norfolk, Virginia where he made Dodge Runabouts. He and planned for an assembly line for boats as he had in Detroit for cars. The Lorelei had grabbed him. The project was af failure but he had a nice plant and he got a contract to build the same 45 foot rescue craft as we had. He found he did not have the boat builders needed for the job. He called us and asked to visit our plant. We were anxious to see him and took him and his wife to dinner. We showed him what we were doing and sent down a couple of our boat builders to get him started.

By 1941 we knew that the USA would have to got war in Europe just like we did in 1917. The bureau of ships ie US Navy sent some officers to our plant to check us out and look at our facilities. They said they were looking for builders to make landing craft for beaching soldiers were their was no harbor and they gave us a contract to build 50 personnel landing craft. These boats had an exit for about two men at a time from the bow. It was easy for enemy marksmen to shoot the men from the boat. We built the order quickly as the Navy said they have a new design which they gave us to critique. We suggested to change the stern from a flat back to a vee type which would be stronger and break the shore waves. They adopted this design and gave us an order for 1000 LCVP's. The bow had a drop armored plate big enough for a Jeep to unload hence the acronym.

Along with the order came 6 inspectors who reported to a young lieutenant. We had our assembly line working good by the time and started shipping the LCVP's to both the east and west coast.

We were not used to having men around as inspectors and made no special office for them. Some of them hinted of favors which was new to us and we ignored them. This caused one of them to require us to meet an impossible specification. It was so bad we had about 75 boats in our storage waiting to be approved. The flanges were to have a tolerance of zero which is impossible.

It got so bad we got a call from the Admiral of the Navy to come to Washington with the Chief Inspector of our plant, who was a retired captain. I explained to the Admiral what the problem was and the character of the inspectors. He said he could see the problem and agreed with our standards. He told the Captain to get those boats shipped next week.

And he said now boys, as, we were young. Why don't you make an office for the inspectors and put some cold drinks in the frig. This we did the next week.

We got a telegram from the Admiral of the fleet close to D Day commending us on our boats nd war effort. The Navy gave us the job of supplying spare parts for the fleet of LCVP's. We shipped items like rudders and struts and ramps. For years after the war was over to the Naval supply depot.

Our company was involved with war work until about mid 1945. This work was not challenging once we got our suppliers and men in the shop familiar to their job.

We did aquire a union and had to go to the labor relations board to approve our contract with the

union during the war at the finish of each contract the Navy sent to our office a negotiation team to look at our accounting and limited our profit to 2% of the contracts. This practice was installed for all companies making war materials.

Munition Job

In 1945 our order for the landing crafts was not being renewed as the Navy knew the war was ending. We were encouraged to prepare for civilian work. Which we were doing. Our old dealers were poled and they all asked for our pleasure craft. We made plans for a larger factory and more models. But it takes time to get the boats into production. I wondered if there was other work in Washington until we were in production.

I inquired and was given the name of a lobbyist from D.C. Who came over to tell of his expertise. He invited me to a reception to meet President Truman. There at this event were many men from business who depend on D.C. For work and also many lobbyist who want money. The next week my lobbyist friend said he had work for us. We have to build a plant to make munitions.

I said no thanks because I was engrossed in planning for the company as we knew it. Maybe I should have hired a manager for a munition factory as it turns out the war department seems to be a real growing factory in D.C.

We were without a sail boat and racing them on Chesapeake Bay was our recreation on the week ends.

I called Sparkman and Stevens in New York Yacht Brokers and told them I was looking for an eight meter sailer. They said they had one reasonable in Boston as it was the end of the Depression.

I took the train to Boston and spent the night in a lousy boarding house as the hotels were full. In the morning I drove to Marblehead where the boat was in a marina on land. It had been out of the war for two years. It was designed and built in Germany by Abykin and Rasmusen the boat and fifty feet long with four berths and a toilet and small stove. I bought it knowing I would have trouble getting the seams of the wooden planks to swell. The usual effort to seal the planks is to fill the seams with yellow laundry soap and launch the boat to let the seams close in the water.

The boat was leaking badly so I got a tow boat to take me to another boat yard where they had an automatic bilge pump and we tied it safely to a dock. I told them I would be back in about a week to sail it south. I named her 'Hebe' after the Greek god of pleasure.

My brother Norman said he would help me sail the boat back to Chesapeake Bay. We left Marblehead the next week and sailed for the Cape Cod canal. When we got there it was getting dark and we needed

to get thru the canal before dark. We sailed up to the entrance and the Coast Guard cutter came to us and asked what we were trying to do. They said you can not sail thru, you need a tow. They got a small motor boat who towed us to a dock on the south side of the canal for the night.

The next morning we woke to a smart breeze from the south. Under reefed sail we left on our voyage. The seas had white caps and we soon learned that hard on the wind the boat still leaked, so we took turns one man on the helm and the other bailing bilge with a bucket. In about four hours we checked our chart and saw we were close to a harbor. Providence R.I. A good name for our circumstance. We anchored for the night and helped for a fair breeze in the morning.

The next day was good and we sailed to the mouth of Long Island Sound and made harbour in a place called "Harbor of Refuge" it was a rather large safe harbor made of huge stones in the shape of a rectangle and would anchor at least fifty boats with a little creek shoreside where the lobstermen docked. One of the lobstermen gave us a lobster to cook for dinner.

The entrance to Long Island Sound is very tricky. Fishers Island is in the middle of the sound and there is a buoy on the east to mark a shoal. Between the island and the shore is a twisty channel marked by many buoys that can be motored. It can be sailed by requires many, many tacks.

It seemed like lady luck was not with us as we woke up to a pea soup fog and could barely see the harbor rocks Norman said you picked a good name for this boat I have not had any pleasure in this passage.

It was about twenty miles longer to sail around fishers island, but we needed good visibility to take the inland passage so we wasted a day. The next day we took off early and the wind was fair so we sailed the inland route.

We sailed at night and reached City Island, Manhattan which is at the South end of Long Island Sound and the North end of East River, which makes Manhattan an island. There we left the boat at a marina till next week and went back to Baltimore by train.

I thought we needed more crew for the next voyage to the bay. We had a cousin Feerom the horse country of Maryland called cousin Kitty. She had a son who had a rather easy youth with three sisters. Cousin Kitty asked us if we could take him with us on one of our boating trips, so I asked him to be part of the crew. Also in our company there was an eastern shore boatman who grew up as an oysterman. Tonging oysters from the bay, so he was used to any kind of work on a boat. Norman and I completed the crew.

The four got on the boat at city island and asked the boat yard to give us a tow through the east river as it is on a narrow river with about a five mile current and impossible to sail. Alas in about an hour a steamer tug pulls along side and asked if we wanted at tow. I yelled, "what is your price to tow us through est river to the New York narrows?". He said, "One thousand". I said, "No thanks". The bat

yard towed us for one hundred.

When we got to the narrows by the statue of liberty we put a full sails for sand hook and down the Atlantic Coast to the bay of Delaware. We spent a night in Cape May harbor. At this time, our cousin Frank said, "Holy mackerel, I did not know that the bunks are so hard on a boat". I looked at his bunk and for two nights he was sleeping on a bunk with the boarding ladder under the mattress.

We started sailing in the morning with a light breeze and got about half way down Delaware bay when the wind died. Our oysterman friend said if you throw a penny in the water, you will get a gale. We told him that's just fisherman talk. Shortly after we said, "here goes" and tossed a nickel in the water. Lo and behold, a little later coming from the west was a big black cloud. A summer squall and it blew strong. We shortened sail an soon reached the canal O the Chesapeake Bay and could sail through. Then we had an uneventful sail to the docks of our boat plant.

The whole voyage seems unreal to most people and also to me it is almost like going back to the 1840's when clipper ships ruled the seas. I thought back to those days of square rigged boats and believed our voyage qualified us for seamen "before the mast" we experienced rough times at sea, but we did not have the "holystone the deck".

Trip to Ireland

Peggy and I were planning a trip to Ireland as a travel experience and because Ireland is an island, I wanted to see if we could find a bot dealer to sell Owens boats. The company had hired an Irish girl as our telephone receptionist and she was a real asset to us. She had the greeting of a person who wanted to help the caller get an answer to their queries. She made our company seem to be a very responsible organization.

We had none of this number business used to day where the phone answers with a hugh number of digits to talk to anybody. This gives a bad impression for the company before even talking to a real live person.

And I wanted to know if all of Ireland was like she. At the same time I planned to meet with cousin John Seymore who was my age and able to greet the people of the street and our English elite with the same composure.

While in Dublin, at a nice hotel's lobby. It was set up with a group of small tables and a bar at the end. Peggy and I were at the end near the bar drinking a claret. All at once there was a big clamor at the bar and two men were creaming and trying to punch the other in the face. They were disturbing the whole group of customers.

I decided without thinking to jump up and go toward the fight and scream in a deep voice. “Stop at one, if you want to fight go out on the street at once!”. I could run fairly fast if I had to but they stopped and went out of the hotel and I thanked God. A man who was a customer came over as I sat down next to my wife. He said, “Sir, would you mind if I looked at your hand?”. I held it out to him and he said, “Sir, you have a long life line in your hand otherwise in Ireland when you try to stop a fight, you usually wind up on the floor.”







CHAPTER 3

1936 TO 1941 - THREE BROTHERS
TAKE THE HELM

THE BALTIMORE YEARS



THE OWENS YACHT COMPANY PLANT

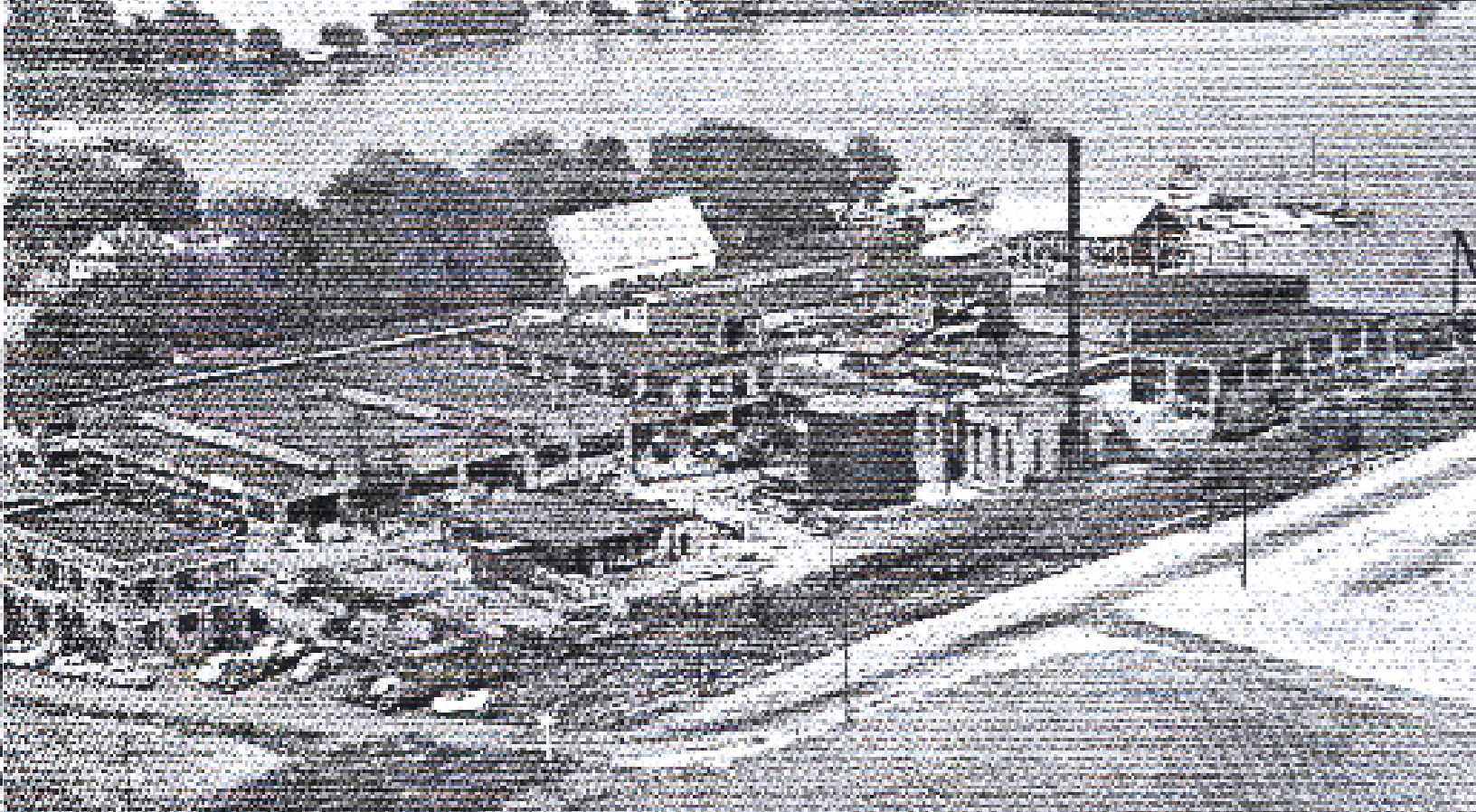
One of The Largest Manufacturers of High Quality Boats and Yachts in The Boating Industry Today!

In this picture you are looking toward the main entrance of the Owens Yacht Company plant. In the immediate left foreground is a portion of the Owens lumber yards. In the middle right background is the home office building of the Owens Yacht Company, Inc. In this building the various process of designing, production control, material supply, order filling and handling, accounting, and the other business functions of the Owens Yacht Company take place.



This picture shows a view of the Owens Yacht Company plant from the water side. This is the terminal point of all of the assembly lines of Owens Flagships. At the upper end they start as processed lumber and at this end they emerge a beautiful creation of craftsmanship. To the left of this view you can see the power plant, the lumber kilns, and an assembly point for small craft. In the middle foreground for the Owens Yacht Company modern machine shops and assembly and testing plant for the production of Flagship marine engines. To the right are two production line terminal points and in the background can be seen the beginning of

the Owens lumber yard with thousands upon thousands of board feet of high quality lumber stored for natural seasoning.



In the thirties, Annapolis was a natural Mecca for small boats. And the Chesapeake Bay, a great, clean waterway for all boating. We lived on Spa Creek and as a boy I would sail and crab all summer. Even in the winter, I could usually row my skiff across the creek, along with one of the professors, to attend St. Johns College. We were most reluctant to leave that place and move to Dundalk.

By 1936, the depression was starting to give up and the industrial world was beginning to increase employment. We found that our little shop could not build the orders we were getting in Annapolis. If we were going to grow we had to have a bigger plant and better access to labor and materials. We decided to bet the farm. We had some cash for a good start and planned to grow into a larger facility as we became more successful.

We found a great location on a branch of the Patapsco in East Baltimore where the working people lived. Some of the workers we hired were immigrants from North Eastern Europe and they were eager and faithful workers. We had about 8 acres and planned a factory in the stance of the auto industry. This would be a moving assembly line with sub assemblies feeding the main line and the subs supplied by the wood and metal mills. We started with the basics and prepared to add machinery as production needs increased. The building was first class brick and steel construction. We had the office in the front and an apartment above. We were bachelors and were used to working night and day. Living at our work site was most convenient.

A nucleus of boat builders came with us from Annapolis. Some even commuting to build the new 30' Model. Those new model boats had to be finished for the New York Boat Show in January 1937. We needed it to be successful as our cash was now very low.

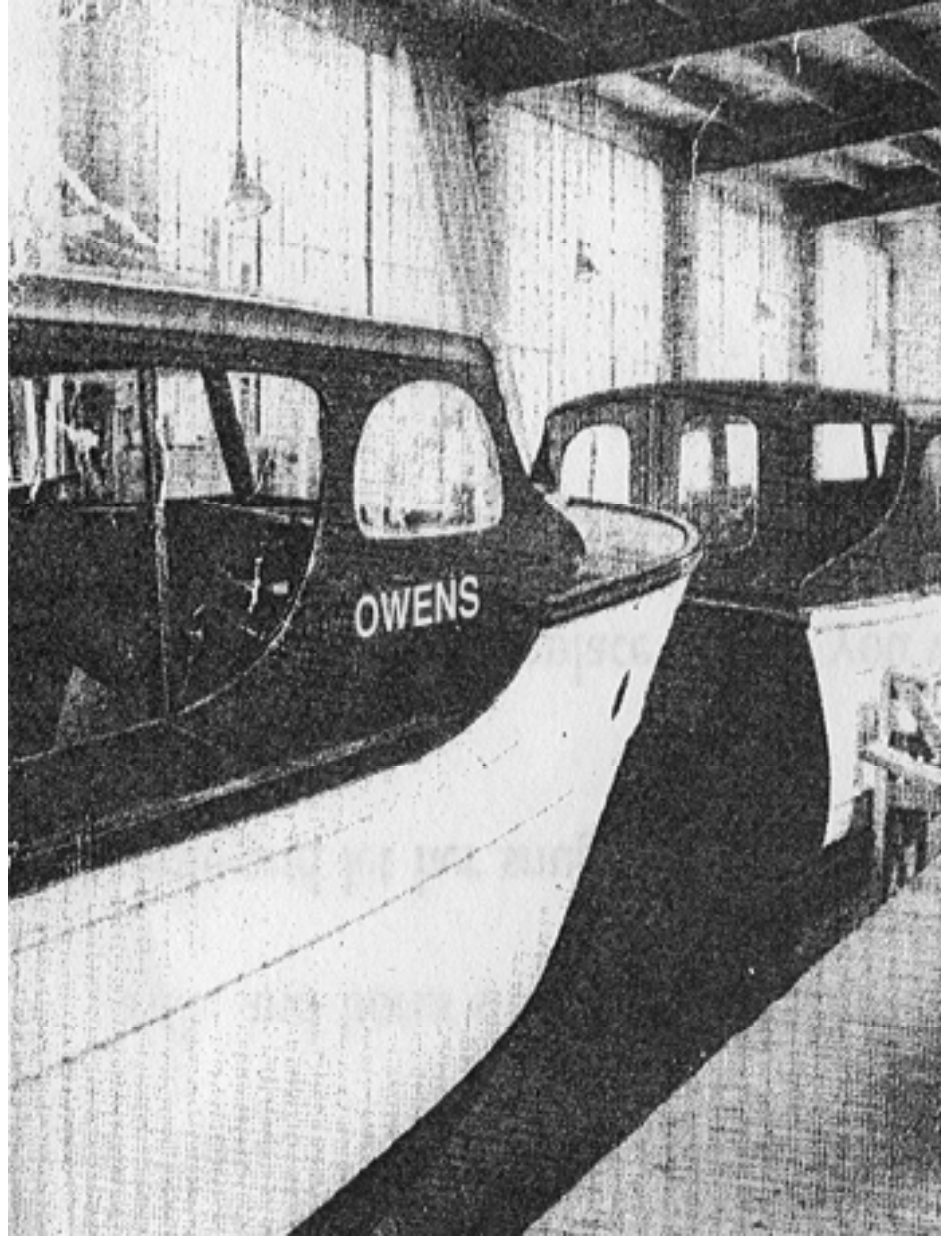
FIERCE COMPETITION

Competition is, fierce in the boat building business. It is supplied by amateurs, any number of

small boat yards and some of the wealthiest men and companies in America and abroad.

We planned in 1937 to build a company equal to the best in every facet of the business. This means a good product kept up to date, an efficient sales organization, modern production facilities, equipment and first class financial planning. Most boat builders, small and large, have not been financially successful. The past pages of boating magazines display year by year the companies that have passed away.

A few good builders consolidated. Among them were A.C.F., Elco, Gar Wood, Dodge, Bellaire, Steinway, of piano fame, Matthews, Richardson and Higgins. Of all these many, many builders, only two were able to capitalize, profit and succeed. They were Chris Craft and Owens. Chris Craft was our big competitor and the biggest builder of boats in the 1950's. We were about half their size in dollar sales, but in cruiser volume from twenty to forty feet, our sales were larger. It took them three generations to reach their peak; it took Owens only twenty-five years.



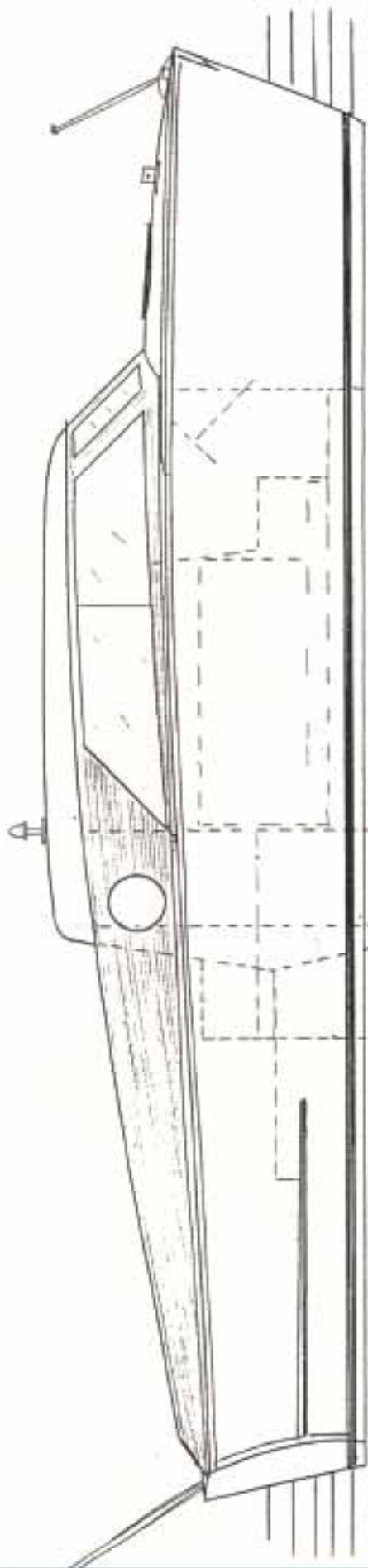
ASSEMBLY LINES OF SUCCESS

The terminology in our company's building process is interesting to contemplate. I think it was unique with us but encompassed old arts and processes. The term stage is unique for a factory. It is a pity that boats are now built much as a piece of mass-produced pottery. The romance and sense of craftsmanship is missing. Plastics are the marvel of our age, but the men who built the wooden boats took great pride in the work they did. They could see when their work made a difference, but a guy spraying gunk onto a mold can only be worried about how many unhealthy chemicals he is inhaling.

After the boat was made bottom up and planked it was lifted by a traveling crane in a canvas sling to the next stage. There the Hull was rolled 180% to now be upright and placed in a cradle.

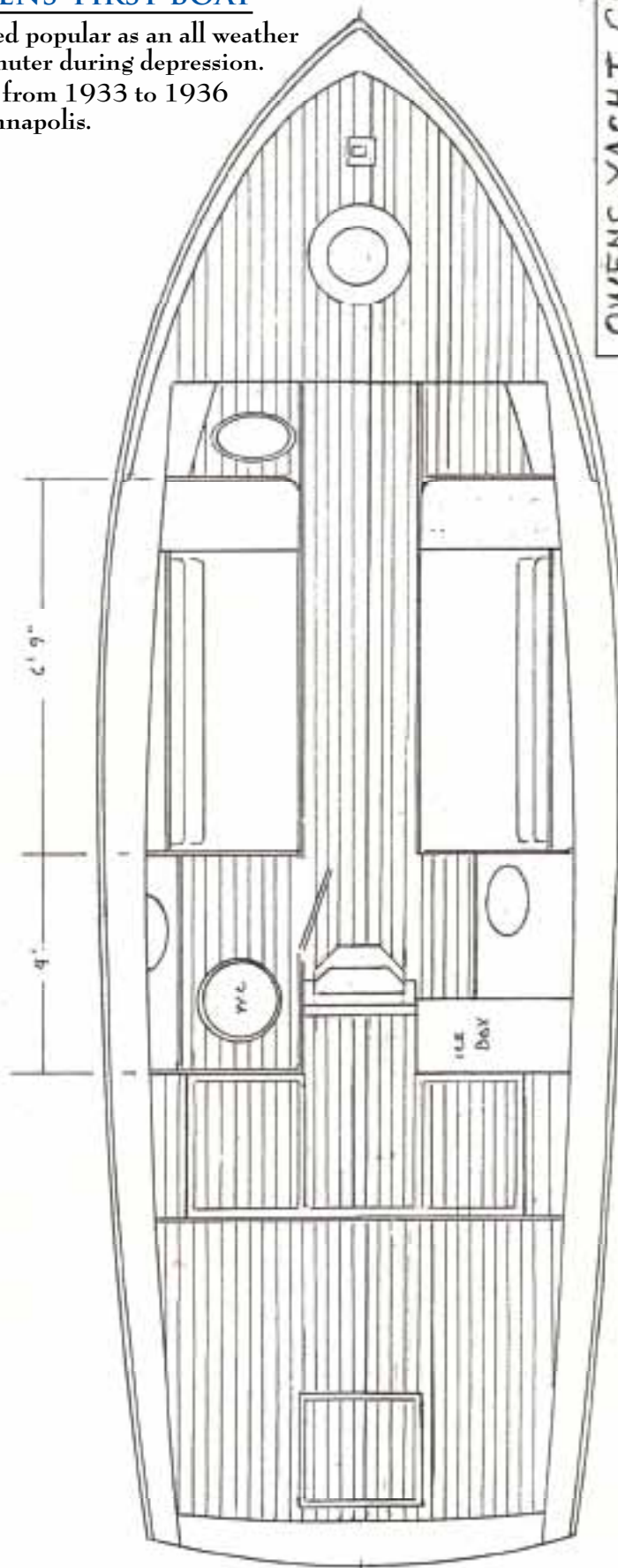
Then, by crane the interior assemblies such as the complete galley were fastened to Hull so that the time spent on the main line would be minimal. Pre-coatings of paint were applied in the subs so that the greatest time in assembly was in the paint shop.

We had to build a very elaborate paint department with a dust free room, through which each boat passed twice. We spent more time on painting, sanding and painting than on construction.



OWENS' FIRST BOAT

Proved popular as an all weather commuter during depression.
Built from 1933 to 1936 in Annapolis.



OWENS YACHT CO			
DESIGNER	CONTRACTOR	ENGINEER	MODEL
W. L. OWENS	CHUCK OWENS	NGO	
DATE: 7-10-33			
1933	26 FOOTER		
BUILT BY	NORMAN OWENS	NUMBER	1



MOLLY OWENS CHOOSES FABRICS
FOR THE BOATS' INTERIORS

We eventually had to have very special paints developed for durability and the ability to dry quickly for use in our heated paint rooms.

Coming from the paint shops, the Hull was switched again to the main line for installation of all trim and furniture. In the plants where the boats were not launched, we had an overhead water spray to drench each boat with water to detect deck leaks.

Norman and I had worked on the boats along side the men in the early days so we had great respect for the personality of every employee we hired. We tried to instill in each

person the notion that their job was very important and to do it well, as a good job goes all down the line and a bad job hurts everyone. We tried to make every job important and successful in settling our labor contracts, because the two of us were the representatives from the plant. We tried to make clear that the only good contract is one that makes for a stronger and growing company. We never had a strike.

OPERATIONS

We built our plant in Dundalk on eight acres of land that used to be a tomato field. Dundalk was an old settlement in East Baltimore famous for repelling the British. We bought the land from a relative of the captain of the company who ran the Brits to their ships is 1812.

The plant was designed with the office in the front with two floors. We planned to run the administration of the company from the first floor. Being young bachelors we would live on the second floor with its two big bedrooms, a great room, a kitchen and bath. We knew few people in Baltimore so this was fine with the three of us. We knew that only hard work would make us succeed in our quest and the die was cast.

We enjoyed our work and needless to say our whole waking hours were involved in the endeavor. It was not that bad, we found an older man who had been a cook and house man who wanted to live and work as he could. We built a nice place for him near the factory office and he became very worthy, especially because of his cooking and taking care of our quarters.

In the early days we were very friendly with our boat owners because there was a fraternal feeling among all boating people. Sometimes an owner would bring food for an evening dinner in our "great room" and our man, Oscar, would put on a show dinner. One of our friends was a road contractor.

We loved to barter and we traded him a 30 footer for a new factory floor. His father was a meat dealer and he provided food and drinks very often.

All of this lifestyle changed, when our sister Molly returned from England where she had married and found she could not live happily. She told us we had to stop our fraternity living and become a part of the gentile community in Baltimore. This was 1941 and the war was heating up all over. We were doing well and could live anywhere. So as women do, we moved into a big apartment in North Baltimore with a maid and poor Oscar, our man, was left with only the office to take in hand.

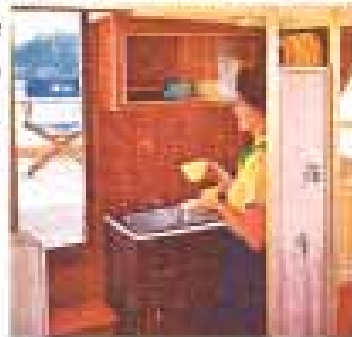
We needed all the help we could get during the war and Molly said she would help. She worked with Chuck taking care of all the responsibilities that Norman and I could not handle while running the job of pure production and administration.

Example of the feminine touch to the decor of the boats. Molly Owens was the first to recognize the need for a spacious, “homey” feel because Owens made boating a family affair.

NO OTHER YACHT MAKES YOU FEEL SO GOOD INSIDE!

airy, colorfully decorated cabin accommodates six footers easily
lating windshield for panoramic visibility . . . The roomiest,
most luxuriously equipped yacht in its size and price range. ■

There's a good feeling when you step inside the cabin of
the magnificent "Jamaican" . . . You see for yourself all
the extras only OWENS can offer—at no extra cost . . . Fully carpeted
interior . . . Convertible lounge and vee bunks sleep six in foam rubber
comfort . . . Spacious lavatory complete with a full length wardrobe
mirror . . . Modern convenient apartment-size galley with stainless
steel sink, two burner stove and micarta covered work surfaces . . .
Home-size storage areas . . . Bright . . . Huge venti-
most relaxing,



She's as big and beautiful inside as she is outside. Trim, tasteful
styling that's always at its party best. Sleek, flaring, double-planked
mahogany hull, varnished teak deck, cockpit area . . . Safe walk
around teak decks and generous teak foredeck . . . One piece fiber-
glass cabin top . . . Deck stings of chrome on brass or stainless
steel . . . Powered by thirty two Flagship 185 Marine V8 Engines
for safety and reliability.
Owens all new '35' Express is a truly magnificent yacht featuring the
latest word in luxury and convenience with the maximum in deep-
seaworthiness! She's the yacht that makes you feel so good inside
. . . and outside!



(Owens “35” Express Yacht “Jamaican”



LOWE'S
OWENS YACHT DIVISION
Baltimore
BALTIMORE 22, MARYLAND



After the war Molly became the assistant for Chuck and particularly with regard to public relations and protocol. She was so good with the public and dealers that many thought that she was the chief. Norman and I were very business like and it was, "State your case, lets get it settled and good bye."

In addition, she grabbed the job of adding a feminine touch to the decor of the boats. Boating was no longer a rough and tough experience for men playing "Moby Dick". It had become a family affair and Molly was first to realize this. When we had our photograph jobs with Rosenfield and others, which was at least annually, she ran the show. When writers came around she was the boat builder.

I don't know what it is like to be an executive in other companies, but I suspect that their wives carry almost the same load the boss does. I know in my case, Peggy Owens was sharing or caring the good times and the bad times along with me. Without a good lady by your side, most men would be tempted to look for easier jobs. The good thing about being a boat builder is that the product is such a pleasant thing that you can admire, almost as much as I admire the support and contributions of Peggy to our success.

EMPLOYEE RELATIONS

We became aware of the necessity to set goals for workers who were doing the same work over and over on a daily basis. By 1940 the use of time and motion studies was old hat and many articles were written about the art. Although the words are explanation enough, we went into a study of the normal time required to perform the work for a group of men on the divisions of the major assemblies. These were called stages.



JACK AND PEGGY OWENS

THE MOTOR BOAT SHOW



This 30-foot Two Stateroom Sedan by the Owens Yacht Company has an unusual amount of room for a boat of her size. The design of the deckhouse adds to her appearance

PRICE LIST

OWENS 1939 STANDARDIZED CRUISERS

30' SPORT CRUISER	\$2630
Complete as listed, Gray 6-218 cu. in. motor, speed 14-15 m. p. h.	
30' TWO STATEROOM SEDAN	\$2880
Complete as listed, Gray 6-218 cu. in. motor, speed 13-14 m. p. h.	
30' DE LUXE SEDAN	\$3280
Complete as listed, Gray 6-218 cu. in. motor, speed 13-14 m. p. h.	
30' SPORT FISHERMAN	\$3380
Complete as listed, Gray 6-244 cu. in. motor, speed 15-16 m. p. h.	
30' HULL, only—30'3"x9'8"x2'4"	(price upon application)
Complete hull ready for shipment. Standard specifications.	

—Prices are for boats afloat Baltimore—

Terms: 25% with order, two 25% payments during construction, balance when boat is completed and before delivery.

Prices and specifications are subject to change without notice.

OWENS YACHT COMPANY

STANSBURY ROAD

DUNDALK, BALTIMORE, MD.

APPROXIMATE DELIVERY CHARGES

There is no locality not open to the sale of our outstanding cruisers because of delivery. Even with these prices added we still offer values that cannot be equalled for the high quality, character, and equipment of our boats. The below table will give you the approximate story. Don't let the freight cost stop you from ordering one of our smart, staunch, new 30 footers.

Under own power, to Boston	\$ 90	R/R or truck, to Kansas City	\$188
R/R or truck, to Buffalo	95	R/R or truck, to Memphis	195
R/R or truck, to Chicago	130	R/R or steamer, to Miami	210
R/R or truck, to Cincinnati	110	R/R or truck, to New Orleans	220
R/R or truck, to Cleveland	95	Under own power, to New York	50
Steamer, to Corpus Christi	220	Under own power, to Norfolk	50
R/R or truck, to Detroit	110	Steamer, to San Francisco	300
Steamer, to Jacksonville	180	R/R or truck, to St. Louis	145
		R/R or truck, to St. Paul	185

Shipping Cradle ..\$25 Loading and Blocking on Car ..\$15 Canvas Cover ..\$45 (less \$12)

THE OWENS 30 DE LUXE SEDAN



THE OWENS 30 DELUXE SEDAN

is a modern round bottom design with a wide beam. It has a living room deck cabin which is 11 feet by 9 feet. Ceilings of deck house and forward cabin are heat-insulated, while the deck house and cockpit floor are sound-insulated.

Marine type Venetian blinds add a modern touch and afford privacy. The mahogany table is portable and will seat from 4 to 6 persons on four sides and still leave ample space for handling the boat. Below forward there is a roomy lavatory finished in blue tile with mahogany trim and white porcelain fixtures.



Down below, the galley is spacious and complete. It has a large mahogany top with flush lids over the recessed stove and sink compartments. Ample dish storage, glass racks, and drawer for utensils are provided.



Blackie-Lane



OFFICE IN DUNDALK, MARYLAND
JACK, NORMAN & CHUCK LIVED ON THE 2ND FLOOR.

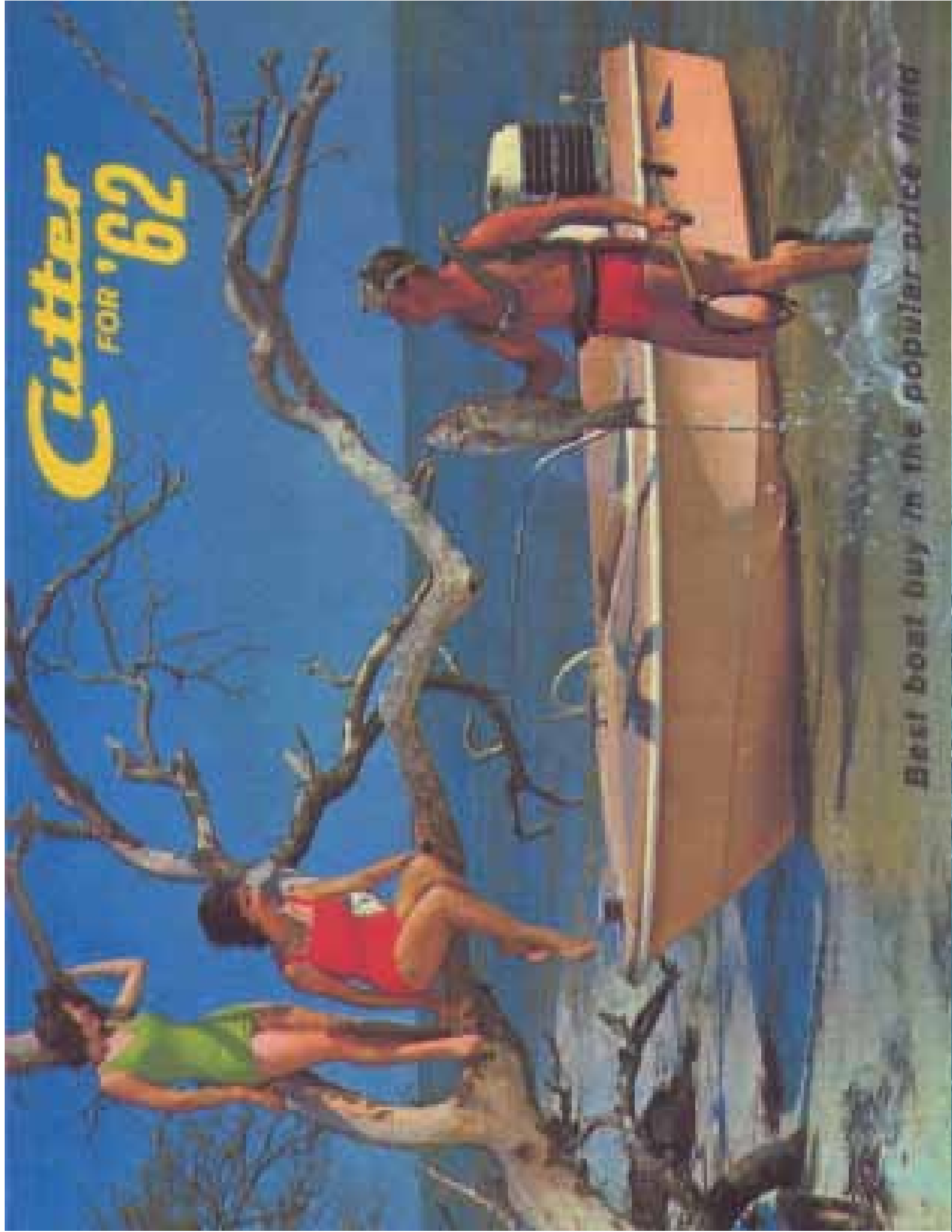
Stage 1 was for the Hull. This was the elemental form of the boat and there were 6 sub assemblies or phases of this. The sub assemblies included the Fore Deck, Bulkheads, Cockpit, Cabin Sole, Keel, Transom and Stem assembly. Even the Tanks were placed and strapped in place below decks. All were set on their jigs, all bulkheads were fixed and forms were placed for the bending of the steamed Ribs. So many parts of a boat or ship have names, such as Knees and Ribs, that have carried through time and that relate to the anatomy of the human body.

Our boat ribs were made of white oak about 1" by 1.25" and 10' to 12' long. They were placed in a tank filled with steam until they became limber as spaghetti and were quickly placed on the form for the model from the Keel and bent down to the sheer. In a matter of minutes this sturdy wood would freeze into a C-section or, in the case of sailboats, a wine glass shape that was the mold of the boat.

The new boat to be was then moved on its carriage to the next step where the planking was screwed on with everdure bronze screws. Every plank was prenumbered and shaped to fit in its place from the Garboard Strake to the Sheer and with a crew working on both sides of the boat. A boat's Hull was built in a day. This unit (boat) was then moved on the conveyer to the next stage.

Cutter

FOR '62



Best boat buy in the popular price field



A motor boat should possess six definite requirements to be the "ideal cruiser." These are: **Beauty, Comfort, Durability, Safety, Performance,** and **Economy.** In some boats you get an abundance of one of these qualities at the expense of others. In selecting your new cruiser you should be certain that it successfully *combines all* of these requirements, giving you a full measure of each. In the following pages are presented the features that prove how adequately the latest Owens 30's meet these six requirements.

OWN an
OWENS
30

OUR WORKERS EVENTS & NEWS

O W E N S

Published in the Interest of the Owens Workers

Vol. 1, No. 1

By Owens Yacht Company, Norfolk, Maryland

November 4, 1943



NAVY 10-MM GUN ON WEB PLANT TOUR

John B. Johnson, Chief Engineer of the USS, and Ben J. Allen, Director of the USS, displayed the Navy's greatest 10-mm anti-aircraft gun, at our plant on October 22. These guns, the USS, are being built in the Atlantic City plant to aid in the defense of our ships. The gun will be the greatest 10-mm anti-aircraft gun.

Their action in the South Pacific started with the Navy's attack on the USS's last year. They had taken the battle of Midway, and the gun was being built in the South Pacific. The ship is being built in the South Pacific, and the gun is being built in the South Pacific. The ship is being built in the South Pacific, and the gun is being built in the South Pacific.

Later they took part in the defense of Manila, when during an attack by 22 Japanese planes they shot down four and crashed three others. The gun was being built in the South Pacific, and the ship is being built in the South Pacific. The ship is being built in the South Pacific, and the gun is being built in the South Pacific.

These last battle was in the South Pacific, when the Japanese ship was shot down. The gun was being built in the South Pacific, and the ship is being built in the South Pacific. The ship is being built in the South Pacific, and the gun is being built in the South Pacific.

Before the battle was the USS's attack on the Japanese ship. The gun was being built in the South Pacific, and the ship is being built in the South Pacific. The ship is being built in the South Pacific, and the gun is being built in the South Pacific.

The ship was being built in the South Pacific, and the gun is being built in the South Pacific. The ship is being built in the South Pacific, and the gun is being built in the South Pacific. The ship is being built in the South Pacific, and the gun is being built in the South Pacific.

OWEN'S BUILT LANDING CRAFT HELPED SUPPLY

NEWYORK ISLANDS

Trained there is an actual landing operation on New York Island. The landing operation is being carried out by the Owens Yacht Company. The landing operation is being carried out by the Owens Yacht Company. The landing operation is being carried out by the Owens Yacht Company.

The landing operation is being carried out by the Owens Yacht Company. The landing operation is being carried out by the Owens Yacht Company. The landing operation is being carried out by the Owens Yacht Company.

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The landing operation is being carried out by the Owens Yacht Company. The landing operation is being carried out by the Owens Yacht Company. The landing operation is being carried out by the Owens Yacht Company.

TEN COMMANDMENTS FOR BOAT BUILDERS

With fellow city critics of leveling here gone to bed I'd say a big perspective of the people here is tomorrow being a shade of a good time every. Without the night. Where? At the National Bowling Club, Northwest Street and Union Avenue. That's not some. Without, say, all your other are not leveling and not the night.

Competing is getting very hard, with Gary, Tom, Christopher, Anthony, J. and Raymond, sharing the top 10. First order is Langan, J. The Hill, Buckner, Sims and Gary Tate II are out from three competitors in the Division. John Smith, a newcomer in Division, leads the single highest average with the score of 111 for two rounds. With the play, the Charlotte Colts, in, that and 102 on top. Three out of 8, Langan, J. & Langan, David Sims and Kyrre Fardan, with 101 and 93 average respectively, are leading the way to the top. Paul Palmer is a Langan, in the night, in 101. The team continued "strong", with 101 played in 1020. With a 100 average, 101 score. The Championship, after practice, are showing signs, and perhaps some of that will due to one of the fastest, Gary, Langan, J. Sims. The highest average for these games was, by J. Sims with 101, while Tom and the Charlotte Colts, show the best average of the top players. Smith is a newcomer, total of 101. For the last meeting, words go to Langan, Sims & Tate, high score of 111 for one game and the impressive score of 1020 for three games.

These names identify one of the most important sources of information.

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100	

	1990	1991
Base Tax	100	100
Charitable Deduction A	20	20
Charitable Deduction B	20	20
Charitable Deduction C	20	20
Charitable Deduction D	20	20
Charitable Deduction E	20	20
Charitable Deduction F	20	20
Charitable Deduction G	20	20
Charitable Deduction H	20	20
Charitable Deduction I	20	20
Charitable Deduction J	20	20
Charitable Deduction K	20	20
Charitable Deduction L	20	20
Charitable Deduction M	20	20
Charitable Deduction N	20	20
Charitable Deduction O	20	20
Charitable Deduction P	20	20
Charitable Deduction Q	20	20
Charitable Deduction R	20	20
Charitable Deduction S	20	20
Charitable Deduction T	20	20
Charitable Deduction U	20	20
Charitable Deduction V	20	20
Charitable Deduction W	20	20
Charitable Deduction X	20	20
Charitable Deduction Y	20	20
Charitable Deduction Z	20	20

Abstract

THE CHAPLAIN'S CORNER

Harvard knows that regular exercise is the greatest of all means to staying fit and healthy. Especially in this year of flu-like outbreaks, the school from Amer-

If you are a participant in this nation's real estate program, please contact your local real estate association, the National Association of Realtors, or the National Real Estate Board for more information.

Send me your name and address and the name of the Church of your choice and in a few days we will give you the location of that Church nearest you home.

...the time for the sake of your family and friends as well as for yourself and join the rapidly growing group of business managers in the Spanish Division of Multinational Sales and Service.

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Abstract

[illegible]

REPORT CONCLUSIONS

I am one of many workers
For the Power Company;
I am glad to be here working,
As others should be.
I'll use cheerful willing workers
And I hope together all we know
To be safe and satisfactory.
When it's dark now, let's be wise.
You're here now - I'll still remember
Every planning day I've had
When I was in the house.
The first condition didn't me
So, here I am in Power House,
It is because the light.
That's why I'm glad that's my station
All the way in Labor.

1999

WILEY-BLANKENHORN

In this laughing, man was crowded with very much, very to all up, not to think with. Great things that the man appears to be not too much dependent on others, and for some the more. It is very, and changes (and here, a sign of "broad" man, man, but still man, man).

Source: *Author's calculations*.

1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 2679, 26

TEN COMMANDMENTS FOR BOAT BUILDERS

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- 1—They shall have no other job but the
the defense job.
- 2—They shall not come near themselves
any more, neither in and leave in
other people's, during working
hours, for this is a defense plant and
not a factory where if there shall be
idle men the reputation of the State
shall be damaged with them for the
sake of the State and the whole
population.
- 3—They shall not take the name of the
company in vain.
- 4—The days shall have been set in all
the weeks, and if the work is not by
done, then shall continue to work
on the seventh day, for in the days
the Lord made heaven and earth, the
sun and all that is in them, and
rested the seventh, henceforward
all his work was finished, the words
are here repeated on the seventh day
and left out the fourth, mean, that
the work grows earlier than the
To stay work on the seventh day
with my work finished.
- 5—About the job and the company, for
the days may be long that there must
work for the things.
- 6—They shall not work alone.
- 7—They shall not quarrel and that
that shall lose others.
- 8—They shall not play more than the
job during working hours.
- 9—They shall not speak discouragement
of the fellow-workers.
- 10—They shall not speak the fellow-
workers' jobs, but his interest for
his party health, for winning them
in the discrimination.

THE BLIND WORKING COMMITTEE

The following have been elected to the Board of Governors of the International Medical Society:

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Keywords: child sexual abuse; disclosure; self-blame; victim blaming

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In the South countries,
 In the Western just days,
 Hail the King the King come,
 And the King the King come.

—Buy U. S. War Bonds To-day and Every Week—



CHAPTER 4

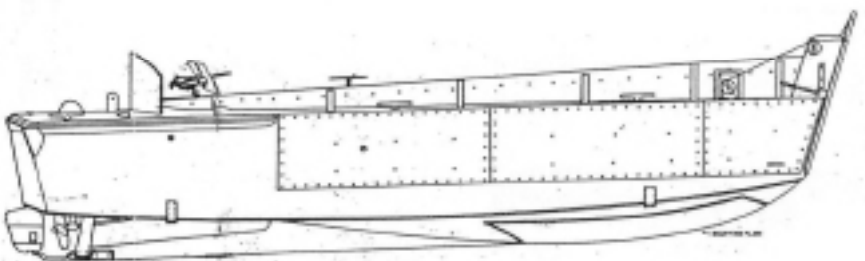
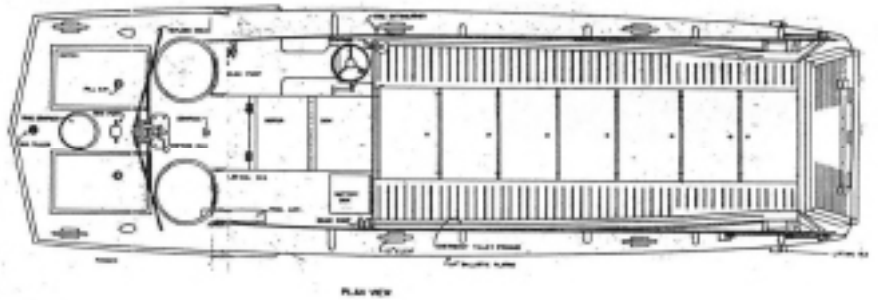
1941 to 1950 - THE WAR YEARS

WAR PRODUCTION

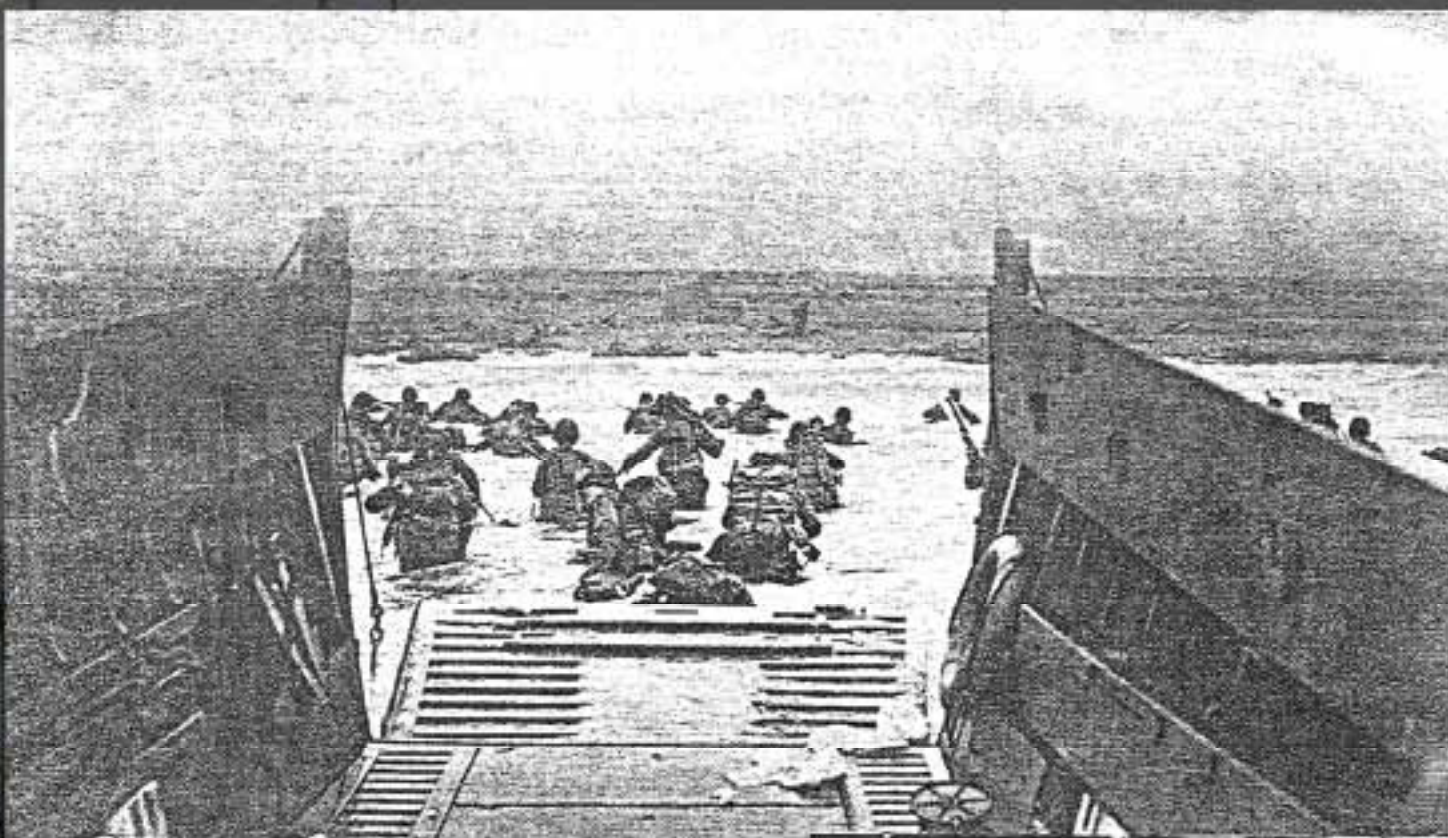
Joining the Nations Call



Owens lcvp-
these boats landed many soldiers in Africa and France at D-Day



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approved by Bureau of Ships U.S. Navy



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MEN AND WOMEN OF THE OWENS YACHT CORPORATION=

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1244 JUN 1 *W. H. H. H.*

DUPLICATE OF TELEPHONED TELEGRAM

YOUR EXCELLENT PERFORMANCE OF DUTY IN BUILDING 610 LCVP HAS MADE IT POSSIBLE FOR THE NAVY TO EXCEED THE QUOTAS OF LANDING CRAFT SET BY THE COMBINED CHIEFS OF STAFF FOR COMPLETION ON 1 JUNE 1944 X THESE LANDING CRAFT WILL PLAY A VITAL PART IN THE SUCCESS OF OFFENSIVE OPERATIONS OF THE UNITED NATIONS DURING THIS CRITICAL SUMMER X ON BEHALF OF THE SECRETARY OF THE NAVY THE BUREAU OF SHIPS DESIRES TO PASS TO ALL HANDS CONCERNED THE MESSAGE "WELL AND SMARTLY DONE"=
E L COCHRANE REAR ADMIRAL USN.

The Building of boats for the government came about very slowly. In 1938, most Americans were aware of Hitler's escapades in Europe, but being basically interested in our continent, they were trying to get our economy growing faster.

We, however, started receiving orders for our 30 foot Open Fishing Model as a utility or Rescue Boat for several airports in the U.S. located adjacent to the water.



OWENS CRAFTSMANSHIP IN ACTION

In early 1941, the Army asked for bids on a 45-foot boat powered with twin Scripps engines of about 200 H.P. It had a small trunk cabin forward and a raised pilothouse behind. Aft of that, another trunk cabin of about 16 ft. with room to install four litters for wounded airmen.

We had built a building separated from our main plant, and on the water, with conventional launching ways sometimes called "Marine Railways". The reason being because there was a steel railroad track extending into the water to a depth of 8 feet and a cradle attached to a winch that could let a large boat into or haul it out. The bid was for 25 boats and the new plant was an ideal place to build these new aircraft Rescue Boats. Our bid was estimated with very little profit, as we were anxious to get this facility into production.

We received the order for these boats from the army. They were going to the Army Air Force who then shipped most of them to England as a part of Roosevelt's Lend Lease. We continued to make many more of these boats until 1944.

After the Japanese destruction of Pearl Harbor, the Congress declared total mobilization of the nation to win the war now called WWII. The Navy had been experimenting with a boat to land soldiers on a shore. The endeavor was to be a means of surprise to an enemy who could fortify all the ports where transport ships could dock.

They tried some Higgins boats that the oil drillers were using in the Gulf of Mexico to take workers from the beach to the drilling rigs at sea. They had developed a boat with a Vee shape in the bow and a tunnel starting about midship and carrying on to the stern, in which the propeller

was placed, protected by a skeg holding the bottom of the rudder.

The theory was that the boat would run on the shore with the Vee bow and the skeg touching bottom. The boat would unload and reverse the engine creating a jet stream from the prop to wash a channel under the bow and release it from the shore.

OWENS PLANT RAILWAY TO THE BAY



By 1941 they had designs for a boat they called an LCVP for “landing craft vehicle personnel”. Shortly after Pearl Harbor, we were asked to bid on these boats and received an order for 100 boats. They asked for suggested changes in the plans for a stronger and better design, and specified that the first of these would be tested at the Navy yard in Norfolk before any changes were made.

These boats were 36 feet long with a beam of 10'10" and a draft at the stern of 3 ft. They could place on shore 36 men in battle gear or a jeep and fewer men or five tons of supplies. There was a huge 1/4" armor plated door that was also a ramp about 10 ft wide and 6 ft high. This ramp was pulled against the bow by steel cables and hand operated winches for a quick release when the boat hit the beach. The sides of the boat were to be of 3/4 inch plywood in a single sheet 6 ft wide and 35 ft long with 1/4" armor plate fastened to the sides for protection from enemy fire.

We modified the transom to a sharp vee shape from the molded plywood. This made a stronger member and also broke the surf waves better. We also suggested stronger bronze lifting pads for the sling when lowering the boat fully loaded from a troop transport. These features are the ones that distinguish Owens landing crafts from others.

The first model was shipped to Norfolk for testing on the beach and for a lifting test loaded with sand bags and raised 15 ft and then dropped.

To find any weaknesses that should be changed, we needed to travel to Norfolk. Norman and I got aboard one of the Bay Steamers that ran overnight from Baltimore to Norfolk. Except for the noise and vibrations from the old steam engines, it was a classic trip from an era that is gone. Good food and a lovely sail on the beautiful bay.

Higgins and Chris Craft were there with their boats along with Owens and all were tested. As a result, changes were made in the design. They incorporated Owens' vee transom and our stronger lifting pads. I was 26 years old at the time and very impressed with the facilities at the Navy yard. We were accommodated in first class quarters in the Officers Club.

After these changes, we were told to build the boats as fast as we could, as the boats were needed in the Atlantic and Pacific War Campaigns. Our boats were mainly used in the landings in Africa and the European Theater, especially D-Day. Many were mounted on LSTs and sent to the Pacific.

In the beginning, we were building the boats faster than Bethlehem Steel could supply the armor plate and General Motors could build the 6-71 diesels that were adapted for marine use by Gray Motor and used for propulsion.

We built thousands of Landing Crafts and hundreds of Rescue Boats for the rest of the war. We had inspectors from the Navy and Army at the production facility the whole time. We even had to set up special quarters for their stay. After D-Day, all new orders ended and we were asked to prepare for civilian production.

LABOR

In 1942 we were heavily and completely engaged in the war production effort and at that time the Bureau of Ships of the Navy Department wanted all the personal landing craft they could get.

They were anticipating the monstrous invasion of France by English and American infantry, artillery, tanks and trucks. By that time we had developed a very efficient production line with good positive material supply and a labor force that was quite productive. We and other manufacturers in the war effort had to seek almost any abled bodied person to fill the jobs required. Personal came from states like West Virginia and the south where factory work was unknown. We were able to simplify the work and apply portable electric hand tools to the production people so that they could produce a satisfactory job on a timely schedule.

We had almost one thousand workers at that time, two times as many as we had in 1939. These employees became the object of a recruiter of the International Ship Builders of America. Who had already organized Bethlem Steel Shipyard. The Shipyard was located about two miles from our plant by water. We knew that there was a recruitment effort going on in the plant with the broadcast of pamphlets and papers. We felt that in the case of our employees, who were always treated with great respect and care, would be able to resist the propaganda put out by the Union. At one time they called for a meeting of the people to explain what the Union offered, at the hall about a mile away at 5:00 pm, after the first shift. I told my brothers that I would go to the meeting with the intention of rebutting the statements and words of the organizers. I was sitting with the group of about one hundred twenty five with some of the oldest employees and seemed to be well accepted. When the meeting started the head of the Union from New Jersey headquarters asked me to leave as only employees were invited. I rose and explained that we were co-operative and asked for a show of hands from the group for me to stay. It seemed there was not a real objection to my presence but the Union officials refused to allow any part of management at any of their meetings. I did not belabor the matter further and left.

V-BOW IDENTIFIES OWENS DESIGN





The Union was making slow progress and their main support came from the new employees. Several months later an employee was suspected of stealing some of the companies portable electric tools, so the foreman and superintendent had him fired. Within a week the Union informed us that the man was one of their recruiters and claimed he had been fired for

his organizing efforts.

We received a notice from the Labor Department that we may be in violation of the labor act that allows employees to recruit union members in the factory at non working hours. They wanted immediate attention to rehire the man and threatened court action. With this mess, I called an old friend, Bill McMillian, a noted trial lawyer in Baltimore. He was best known for his defense of Chambers in the Pumpkins Paper Affair concerning alleged communists in the federal government. Mr. Mac was the father of a St. Johns student who was in my fraternity and he took a personal interest in any of our group.

To shorten the story, he arranged a meeting with the head of the Baltimore legal branch of the Labor Department, and we agreed to allow an election, but we would not rehire or pay back wages to the employee in question. The Union won the vote by a small margin and another element of conducting business was added to the job.

In the beginning there was actually little change in relations. We would meet periodically with the Union Representatives, listen to complaints and explain the problems or in some cases correct confusion. In order to make a change in labor, wages or benefits during the war it was necessary to go before the War Production Board Labor Division for approval. Any additional costs were added to the existing contracts that applied. Slowly all wages nationally were rising during the war. Inflation was taking place with a scarcity of labor and material. The Union had to show the workers that they are

worth the dues they collected and demanded higher wages. We went to Washington and one night at about 10:00 pm, an agreement was reached where the wages were increased by eight percent.

The Union remained with us from that time on but they and we managed to conduct our associations on a very intelligent basis realizing that the welfare of both the company and the employees was mutual. We had the same Union official from Headquarters in New Jersey for about twenty years, Jack Gerson, and at a prior time, he and my brother Norman were threatening to punch each other in the nose. He wanted to buy one of our twenty eight foot fishing cruisers for his personal use. I told him we would have to have all the union employees to have full knowledge of the sale and price. They were very satisfied and as it turned out, a cooperative spirit for the total company was achieved. Jack Gerson lived in Atlantic City before the gambling times and after he bought the boat, several of his neighbors also followed his suit. This event, which occurred in 1955, illustrates how anyone, even given a limited salary, could now afford an Owens. The ability for anyone to own one of our boats had come. Our father would have been very proud.



AN OWENS LCVP LANDS ON SHORE AND 36 SOLDIERS IN \BATTLE GEAR EXIT SAFELY TO INVADE.





*Owers
at Work*

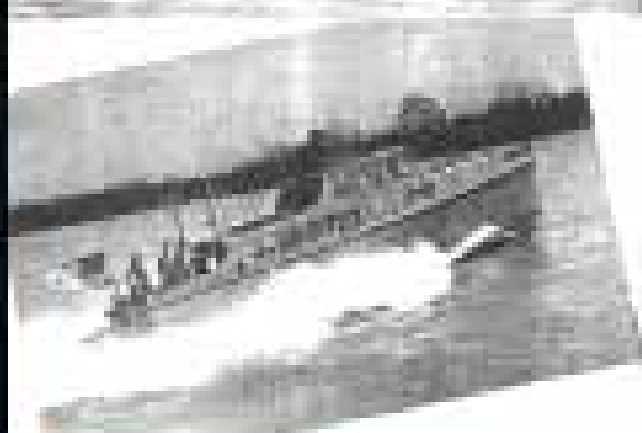
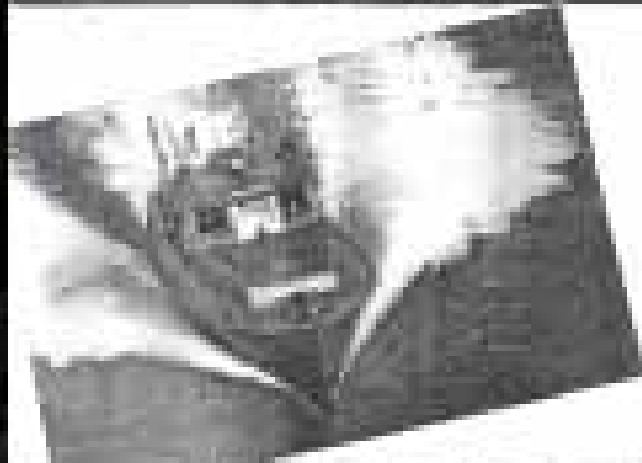
RESCUE!...

Many an Army aviator owes his life to these big, powerful Owers trawler boats, built for the U. S. Army Air Force. Every month since early in 1941 many of these money boats have come from the big Owers plant at Baltimore. You'll find them in every portion of the globe, from icy Arctic fields, to palm-lined tropic lagoons, wherever the Army Air Force needs water to blast the enemy.

They're tough, fast Owers trawler boats. Have to be, when they're called upon to back up and save our fellow tropical warriors. They can't struggle alongside a duck when there's a gale blowing. The rougher the weather, the more likely it is that they'll be needed to pick up some storm-wrecked aviator. And there are no sharks, no ducks, no Indians for repairs in hard-to-reach island air bases.

That's why we put all of Owers famous strength and seaworthiness into these boats. When U. S. aviators are shut down over water, the trawler boats must be ready—must face whatever the elements or the enemy hurl at them.

Cash boats have got to be fast, too. Every second counts when the water is icy cold, or alive with sharks. All of us in the Owers plant, from engineers to assemblers, know that men's lives depend upon Owers design and Owers construction. That's why we spare no effort in building these boats... why we're determined to keep them rolling to our waiting seafarers. We want to be sure that when our Army aviators hit the water, there'll be a money boat ready to bring 'em back alive.



ns
War!



Invasion!...

Quinn landing barges spearheaded the United Nations' attack. In Europe and in the Pacific, wherever our men stormed hostile shores, these sturdy barges landed first, carrying the beach ramps to save the beachheads.

Boats like these must be rugged—able to take enemy gunfire—able to stand the pounding of a heavy sea—able to plow head-on into a beach, discharge their cargoes of fighting men and tanks for another load. Whether their work goes on the big coasts of the Atlantic or the small coves of the Pacific, they've got to stand up under punishment and the job is done. There's nothing graceful or neat about these tough barges. . . . They're built to take it all, the skill and craftsmanship, which for two generations have made Quins rapid fire arms, staunch pleasure craft, is built into these landing barges. We at Quinn's realize that our men, our leaders and our boys depend on these boats to carry them to the attack. . . . and we're building each barge with that in mind! Naturally we can't tell how many landing craft Quins has built, but it's one while or a lot of boats. And here's why. Because of the great demand for Quinn's barges, before the war, Quinn installed one of the nation's most modern assembly lines. The complete assembly line and his thousands of men's lives when you came. And this same advanced construction methods, now greatly expanded, will speed construction and maintenance work of tomorrow's navy. Four Quinn barges.



Salute

TO AN EAGER TEAM!

You'd never think that that looking-for-trouble skipper and his war-boat were once a yachtsman and his play-boat.

But today, scattered up and down the coastline, on America's lakes and broad rivers, is a great fleet of Owens owners and their seaworthy personal craft . . . on Coast Guard Patrol duty.

Seaworthy, yes . . . for Owens designers, back in the days of peace, gave her steam-bent white oak ribs, solid mahogany planking . . . a Monocoque hull. They built more than usual sea-ability into every ounce of her 9000 pounds! This was just in case her new owner would turn out to be one of those avid adventurers who foresaw the possibility of having to take her out in dirty weather. It was a good thing they did, too . . . for it's now paying dividends in security to the Nation.

Right at present, Owens' huge plant is turning out a tremendous fleet of landing boats and aircraft rescue boats for the Army and the Navy. We're learning new things every day . . . things that are going to give you an even finer Owens when Victory's won!

OWENS YACHT COMPANY

Dundalk, Baltimore, Maryland



Mercy Ships by Owens

OWENS AIRCRAFT RESCUE BOATS



From painting by Eric Sloane on August 1942 McToll BoatinG Cover



The highly trained young men who wing into battle must live to fight again . . . even if their planes are shot down. For this purpose, Owens has been building these Aircraft Rescue Boats . . . speedy, safe and fully equipped for emergency medical aid. The vast facilities of this famous peace-time pleasure cruiser builder are at the service of our Nation . . . and the willing hands and skill of its craftsmen are working day and night on this and other Army and Navy Boats to win Victory with a minimum cost in manpower.

THE OWENS YACHT CO., Dundalk, BALTIMORE, MD.



KOREAN WAR

In 1950, the government decided to go to war in the Pacific against North Korea. This was not total mobilization as during WWI.

At the start of the Korean War, the War Production Board, as in 1940, rationed strategic materials for war production only we had to limit our building of pleasure cruisers because of the restriction on the use of materials such as copper and stainless steel. The Bureau of Ships, Navy Department asked us if we would build mine sweepers of 85 ft made of wood with all anti magnetic metals and sophisticated electronics.

We checked the plans and decided we could fit these boats in the plant we had made for our sailboat venture, and gave them our bid, which was accepted. This work would help until the war was over when we planned an additional plant for our cruisers from 20 ft to 45 ft.

Once again, we had to reduce our production to the amount of these metals that we were allocated. Outboard boats required little of these metals and it was at that time we started an Outboard Division. At the same time



EXECUTIVE SECRETARIES
OFFICE DRESS 1950

TRIALS



we were asked to bid on a 75' minesweeper that would be all wood and nonmagnetic metal. Even the power plants were to be with aluminum blocs and were to be supplied by Studebaker Motor Division.

We needed the work to keep our employees productive, so we bid the job at a low price. The boats were built with laminated fir frames and keels. They were double planted with diagonal plywood inner and solid fir outer planking. This was fine with us as we developed this method of construction for our 40' Cutter and #4 Cruiser.

We received a contract for the boats along with John Trumphy of Annapolis and we were told to cooperate with construction details. We built the boats in the building we had used to build the

Cutter. By this time we had given the rights to the "Owens Cutter" to Hinckley of Maine.

Constructing the mine sweepers turned out to be a very educational job because the electronics we had to install were secret and sophisticated. The Navy inspectors were very cooperative and we shipped the boats early to allow



the Navy to sweep the shallow waters of Korea where they were planning to land.

Again, we were very happy when the war was over. We were planning to double our models and become the largest builder of boats from 21' to 35'. "Owens" did prevail in that goal.

JACK OWENS WITH A NAVY INSPECTOR





1955

Dear Mr. [Name],

I am very pleased to be able to inform you that your order for 100 copies of the "Owens Flagships" has been received and is being processed. The books will be shipped to you as soon as they are ready.

I am sure you will find the "Owens Flagships" to be a most interesting and valuable addition to your collection. They contain a wealth of information on the history and development of the Owens flag, and are a must for anyone interested in this subject.

Very truly yours,

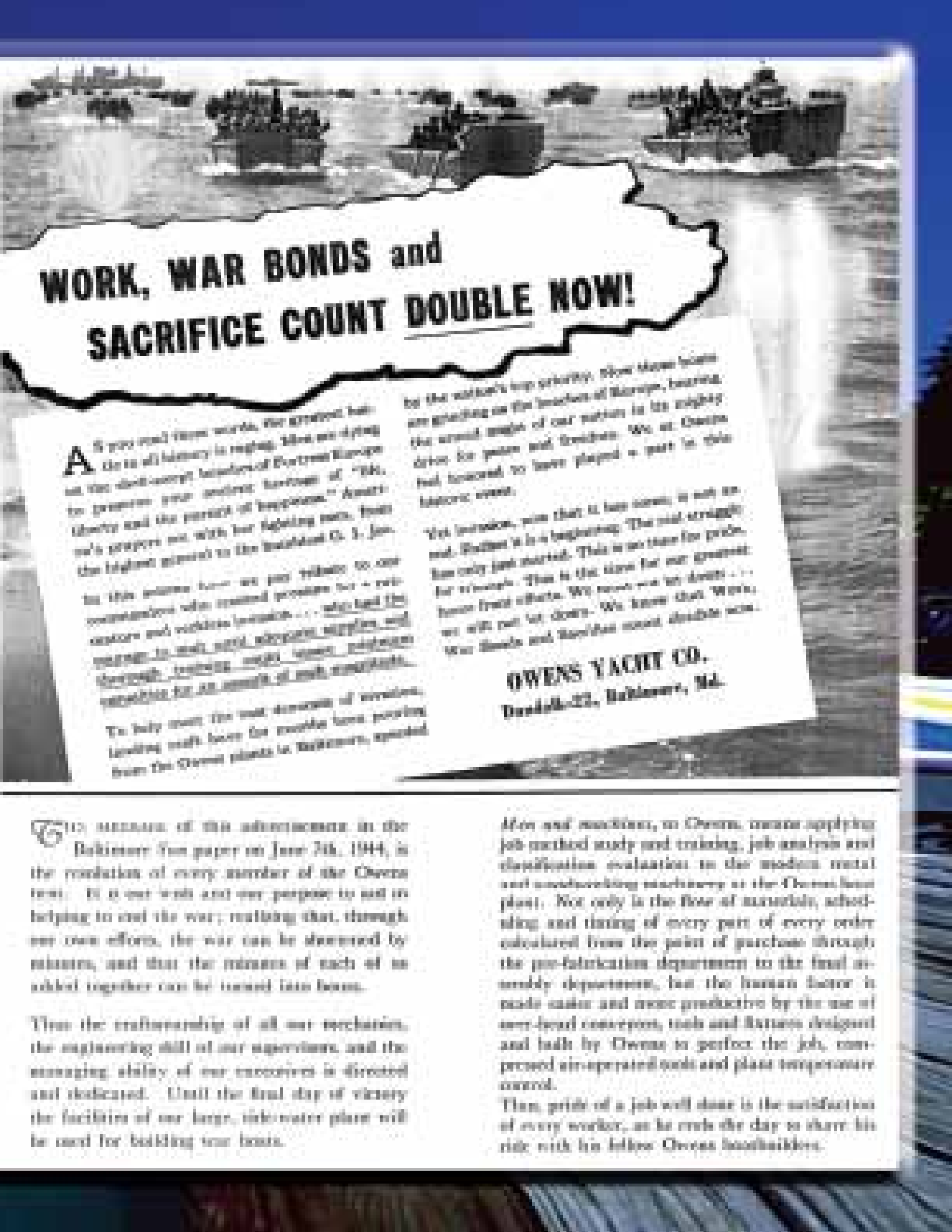
[Signature]

W. L. Owens
Owens Yacht Co.
Baltimore, Md.

Owens Flagships



The same design, engineering and production skills that built the above boats are now devoted exclusively to the manufacture of Owens Flagships—18 footers through 25 footers. Owens Yacht Co., Inc., Baltimore 22, Md.



WORK, WAR BONDS and SACRIFICE COUNT DOUBLE NOW!

As you read these words, the greatest battle in the world's history is raging. More are dying on the death-struck battlefields of Eastern Europe, to preserve your ancient freedom of "liberty and the pursuit of happiness." America's prayers are with her fighting men, from the highest general to the lowliest G. I. Joe.

In this intense hour we pay tribute to one contribution who created freedom for a nation and worked for justice... who had the courage to lead men, women, children and children to war, and to lead them to victory for all people of all countries.

To help meet the vast demands of warships, landing craft, boats for months have pouring from the Owens plants in Baltimore, spotted

by the nation's top priority. Now these boats are speeding to the beaches of Europe, bearing the proud spirit of our nation in its mighty drive for peace and freedom. We at Owens feel honored to have played a part in this historic event.

The invasion, now that it has begun, is not an end. Rather it is a beginning. The real struggle has only just started. This is no time for pride, for triumph. This is the time for our greatest, honest effort. We must not let down... we will not let down. We know that work, the steady and faithful work, decides war.

OWENS YACHT CO.
Dundalk-22, Baltimore, Md.

THE MESSAGE of this advertisement in the Baltimore Sun paper on June 7th, 1944, is the resolution of every member of the Owens team. It is our wish and our purpose to aid in helping to end the war; realizing that, through our own efforts, the war can be shortened by minutes, and that the minutes of each of us added together can be turned into hours.

Thus the craftsmanship of all our mechanics, the engineering skill of our supervisors, and the managing ability of our executives is directed and dedicated. Until the final day of victory the facilities of our large, six-story plant will be used for building war boats.

Men and machines, at Owens, create applying job method study and training, job analysis and classification, evaluation to the modern metal and woodworking machinery at the Owens plant. Not only is the flow of materials, scheduling and timing of every part of every order calculated from the point of purchase through the pre-fabrication department to the final assembly department, but the human factor is made easier and more productive by the use of over-head conveyors, racks and fixtures designed and built by Owens to perfect the job, compressed air-operated tools and plant temperature control.

Then, pride of a job well done is the satisfaction of every worker, as he ends the day to share his ride with his fellow Owens boatbuilders.



CHAPTER 5

1946 to 1950 - THE RACING YEARS

THE “OWENS CUTTER” – Enters the Race





“OWENS CUTTERS” – *on the Cutting Edge!*

In January, 1946, the sailing yachtsmen of the world were amazed to see that Owens Yacht Company, a builder of cruising and fishing power boats and a supplier to the Navy of thousands of landing craft and rescue boats was offering to the racing, cruising sail boat world, a 40' cutter of their design. The claim was that she was sea-kindly, fast, and comfortable, most boats of this type were designed by a handful of men located in New York or Boston, and from contract to launching took about two years.

The main thrust of our goals after WWII was the building of a line of powerboats. However, the love of sailing and racing, which we had done starting in Detroit as kids had led us into the cruising and racing sailing classes of the Chesapeake. By 1945, we had owned and raced two “R” Class 40' racing boats, a New York 32, and a Swedish designed 8 meter, 50' footer. We were a consistent winner with all these boats and were confident that we could design and build a sailing boat that would be fast and appeal to the sailing community.

We had a building in Baltimore that was not needed for our powerboats. It was made for smaller units of production and was ideal for a sailing cruiser of about 40' with a production of about one a week.

Our father and us boys had accumulated a very complete library of sail and powerboat books with many line drawings and specifications. In addition to these, we also had the usual engineering handbooks. All of these books were like the “Bible” to us and provided us with excellent guides for our boat and factory designs.

While Norm and I were racing these boats, we had a good opportunity to analyze the performance characteristics of many sailing boats under many different wind conditions. We noticed especially the form and shapes of the waves as the boats heeled in the wind. Those with the best initial stability had nice wave shapes in the bow, midships and stern when sailing in winds less than 10 knots. **In stronger winds they seemed to develop a big bow wave and create a hollow at mid ships and a large stern wave that gave no support for the hull and caused the boat to heel excessively and force the sailor to reduce sail and carry a weather at helm. This, of course, greatly lowered speed.**

When we started to design the Cutter, we decided to plane a midship section where the maximum beam was about 6 inches above the water line. These gave support to the hull and allowed it to fill in the void at midship and allow the boat to carry more sail in stronger winds. The cutter was at its best when going to windward in stronger breezes. This midship section also allowed the lines of the buttocks and diagonals to be fuller at the bow and stern, therefore, **making a longer and easier flow of the water.**

Norman learned the art of drawing fair lines while working in summer, as a youth, at Fairchild Aircraft. His craft is very evident in the lovely sections and flowing waterlines for which Owens Cruisers are noted.

We planned many construction details that were introduced post war. Among them, the Cutter and the 42 footer were double planked. The use of a special plywood with a diagonally fitted inner skin prevented the hulls from twisting and warping while under the strain of high winds, seas and higher speeds. We engaged the use of large steel “weldments” for the mast step and in any place where the strains of sail carrying were prone to exist.

THE FAMOUS OWENS CUTTER
FINN MACCUMHAILL STRAPPED
IN AND HARD ON THE WIND.
(MORRIS (ROSENFELD))



Many additional design features are not included herein that also greatly strengthened the hull and rig. These features were novel to the old builders. They made for a lighter and faster boat.

Many skippers won silver trophies with "Owens Cutter" in all waters against the best designs and sailors that New York and Boston could put together. A few of these skippers and their sail boats names are listed below:

Ash Brown, "Carousel" California - The San Diego Yacht Club

Charlie Stein, "Snally Gaster" - Atlantic Coast

Arnie Gay - Atlantic Coast

Sonny Neff, "Prim" - (formerly "Whirl Away") - Atlantic Coast

Bob Coulson - L.I Sound and North

Edward Kelly - Maine, East Coast

Bud Doyle - Ontario

Henry Hinkley, "Fin MacCumhaill" - Maine

Miller Sherwood, "Rubicon"

Buzz White

Owens Brothers, "Fandango" - Chesapeake Bay

We could have made money on the Cutter despite the low price if more of the boating public were ready for sailing boats. This was not so. **We built more units of a cruising boat than any other builder before**, but we lost time, space, profits and we finally gave the design to Henry Hinckley who was the premier builder of sailing yachts.

"OWENS CUTTER" IN FIBERGLASS

The Owens Cutter was such a success that eventually it was produced in fiberglass in modified form by 3 different companies: The Allen Boat Company of Buffalo, New York; The Allied Boat Company and the Hinckley Boat Company.

The Allen Boat Company built a fiberglass version all the "Borson 40" which they sold to the Allied Boat Company. The Allied Boat Company modified the transom and rutter and developed the reknowned "Allied 39". Of course, Hinckley's famous version was the "Hinckley 41". "Finn MacCamhaill" was a "Hinckley 41" and won many races. Later Hinckley enhanced the "Hinckley 41", with a shorter keel and spade rudder and called it the "Hinckley Competition".



ASH BROWNS " CAROUSEL"

In fifteen years, *Carousel* has appeared at the starting line of every major yacht racing event on the South West Coast. Her name has consistently appeared in the winner's column. Included are firsts in the Whitney and Ahmanson series for season high points in the Los Angeles area and first in class in the numerous mid-summer and mid-winter championship regattas. The San Diego Ocean Racing Fleet has awarded her the Rumsey High Point Trophy four times. The Newport, California to Ensenada, Mexico race over a 120-mile course draws 500 yachts each "Cinco de Mayo" making it one of the largest yacht races in the world. *Carousel* has entered twelve times, scoring twice first overall and ten times first in class. Trophies won in less well-known local races are too numerous to mention. Long-distance racing is also her cup of tea. The biennial San Diego to Acapulco race navigates 1430 miles of deep water. Of the eight races held, *Carousel* has sailed four, placing first twice, second (first in class) once, and fourth (second in class) once.

Owens' innovations in creating a comfortable cruising boat that could race are the answer to her success on the West Coast. The four long trips back from Acapulco obviously demonstrate the need for cruising comfort. Strenuous campaigning in the Southwest Circuit also involves livability. A yacht must traverse 80 miles of open deep water from San Diego to get to the starting line of a Los Angeles race. Skipper Bown estimates that he has cruised 3000 miles a season just to enter the circuit races. The delights of day sailing and yacht club rendezvous are not denied the Bown family just because Father is an ardent racer. *Carousel* is just as familiar a sight on a mooring at Catalina Island, or on a Sunday sail, as she is in competition. Her log shows an average of 45 Sundays a year in use! The fact that she is handy enough to be sailed by three, including the family dog, accounts for her extensive operation.

The ship's records also show some exciting adventures including two dismastings, sails blown out in 70-knot winds, and two major engine failures; in spite of these mishaps, she has always brought her crew home safely. One of her favorite sea

stories concerns a return trip from Acapulco. The power plant failed in Puerto Vallarta, Mexico. Unwilling to wait for parts, the skipper decided to sail the 1000 windward miles home. The crew thought that their two-week passage had been good, considering adverse wind and current, when they hailed a passing yacht 60 miles from San Diego. Captain Bown innocently requested use of the radio to report an E.T.A. to friends in port. The other yachtsman, seeing the name on the transom said, "Please hurry aboard! You have been reported lost at sea; a quick call may cancel the Memorial Services."

Many elements are required to mark a yacht of distinction and this one has a share in all. She races and wins, she cruises to the everlasting enjoyment of her owners, and she is a well-kept lady. Consistent with the continuing love affair, the Bown family maintains her in top shape. Last season, in competition with San Diego Yacht Club's newest sailing yachts, she won the unanimous vote of the Inspection Committee for the Opening Day Smartness Trophy.

It is evident that the aims of her designers and the dreams of her owners have been satisfied by this yacht. *Carousel*, making the rounds of the Ocean Racing Circuits, Ensenada, Acapulco, cruising grounds, and smartness inspections has come up with the brass ring more often than the iron. At the age of twenty-one, she is young compared to most of the vessels discussed in The LOG of Mystic Seaport. And yet she proved to be in her prime by starting her twenty-second year winning the 1968 New Year's Day Race in San Diego Bay against a fleet of 73 yachts. We trust there are many happy years ahead for *Carousel*.

ROBERT SHARP

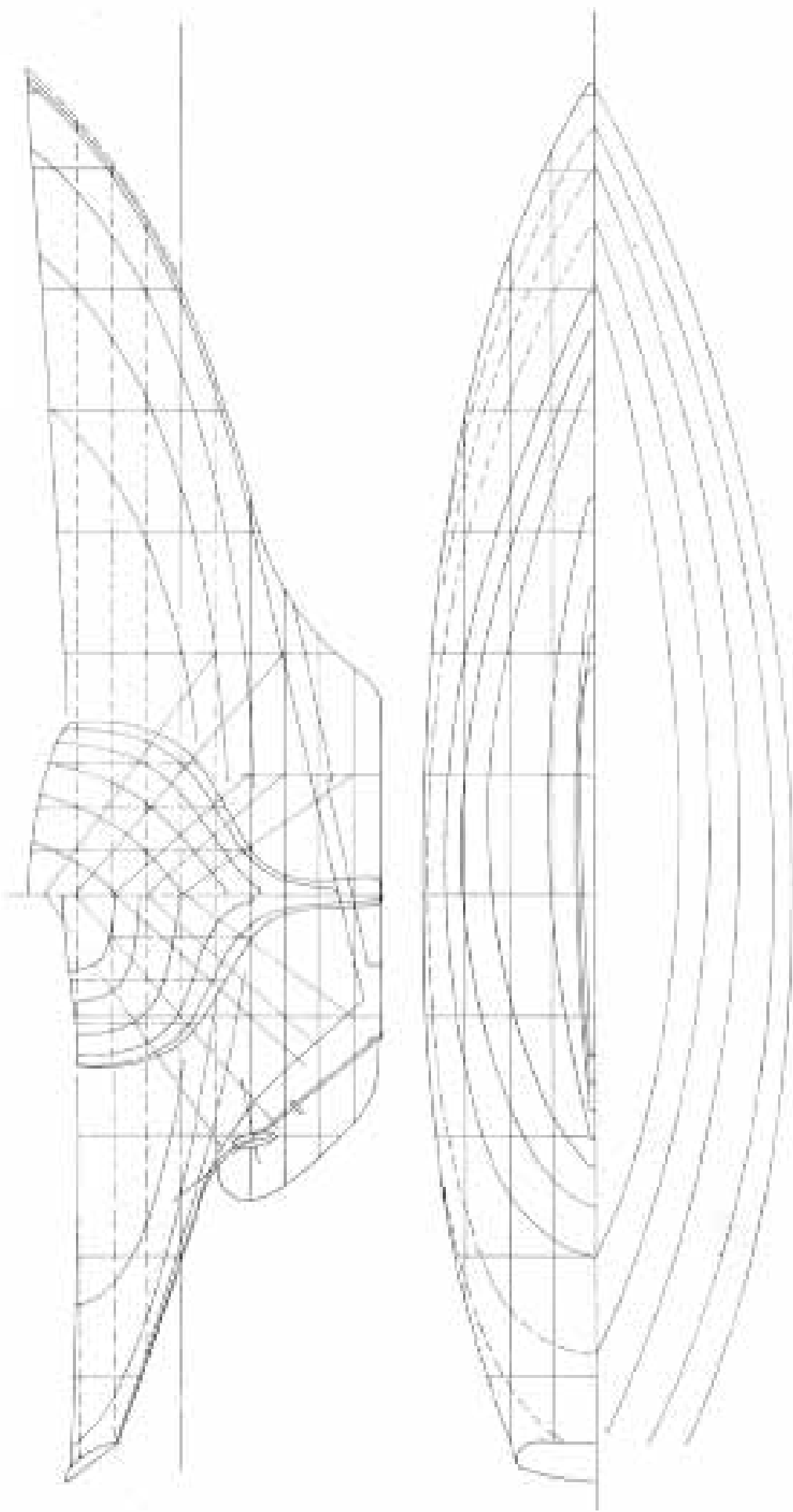
EDITOR'S NOTE:

Robert ("Bob") Sharp was raised in San Diego and won his first sailing trophy in 1927. He is a member of the San Diego Yacht Club and is presently Fleet Captain. He has completed two years in office as Captain of the San Diego Ocean Racing Fleet, and sails his own Olson 35 in local races. He has served as navigator on other yachts in the Acapulco, Mazatlan, and Hawaii races; is Administrative officer and Navigation instructor of the San Diego Power Squadron; and added, in a recent note, "very proud to be a member of the Mystic family."



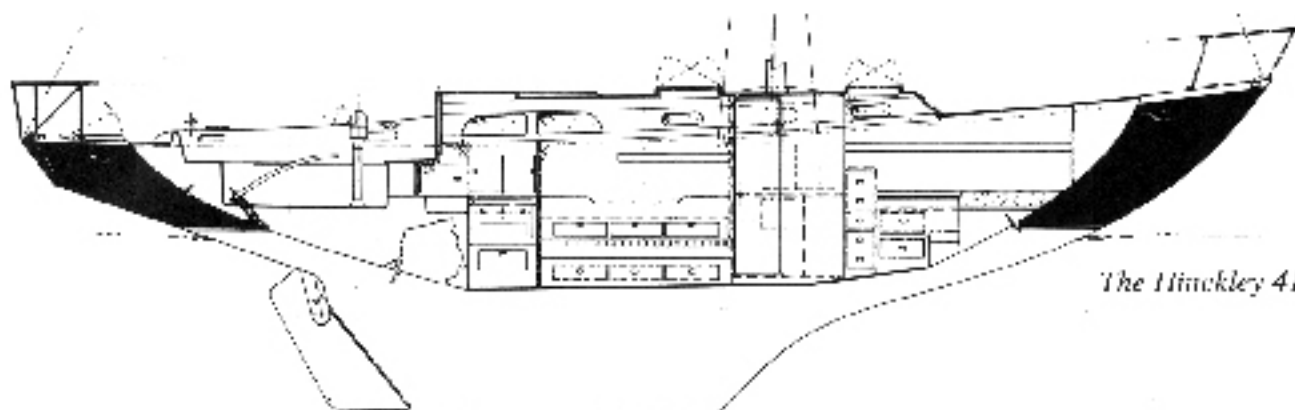
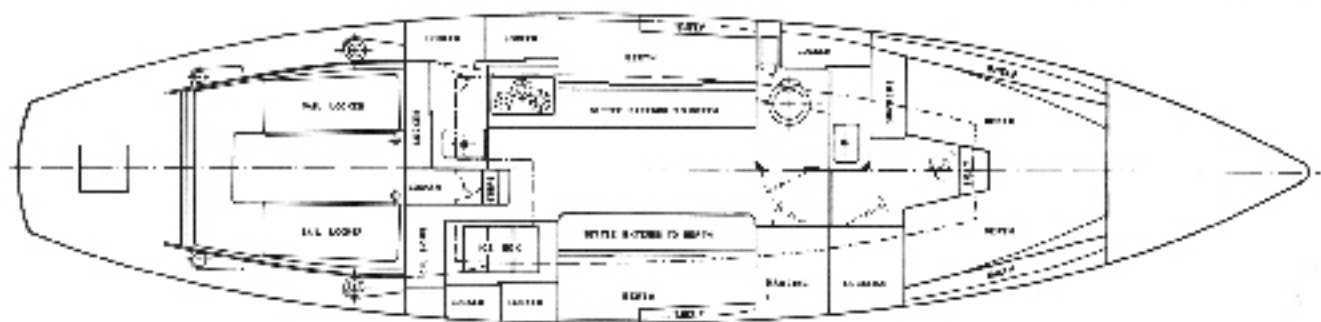
Perhaps the winningest of all Owens Cutters, "Ash Brown's Carousel" of the San diego Yacht Club. (Beckner Photo)

The “Owens Cutter”



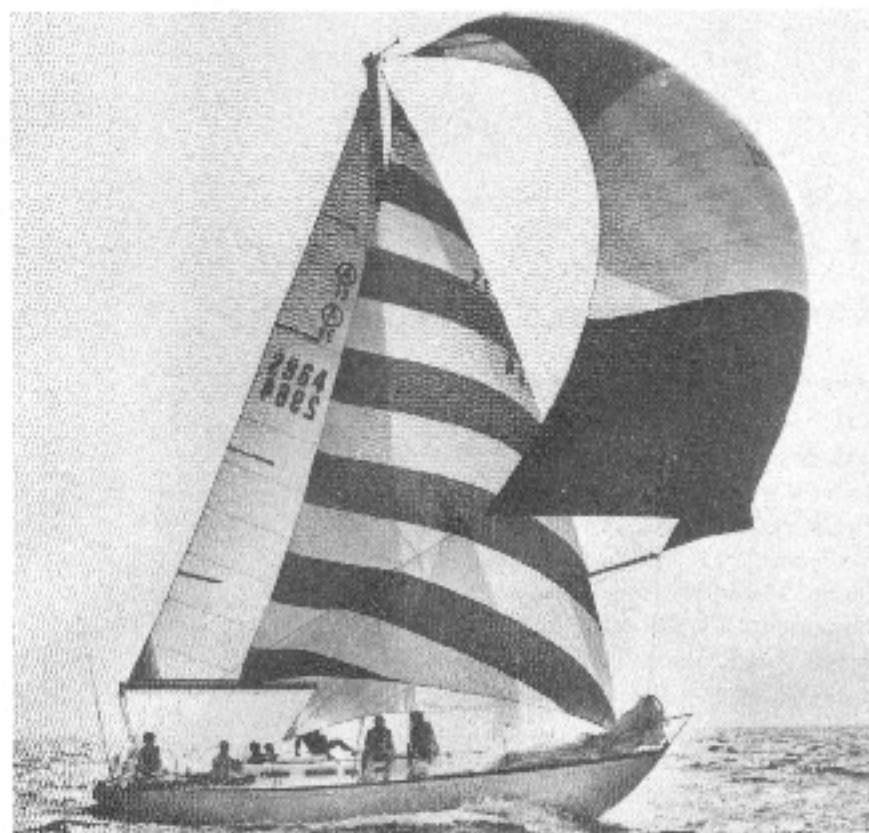
The Owens hull has a cutaway forefoot with a prominent keel toe. Her sections aft are quite flat, but the radius is large at the turn of bilge amidships.

The Owens Cutter

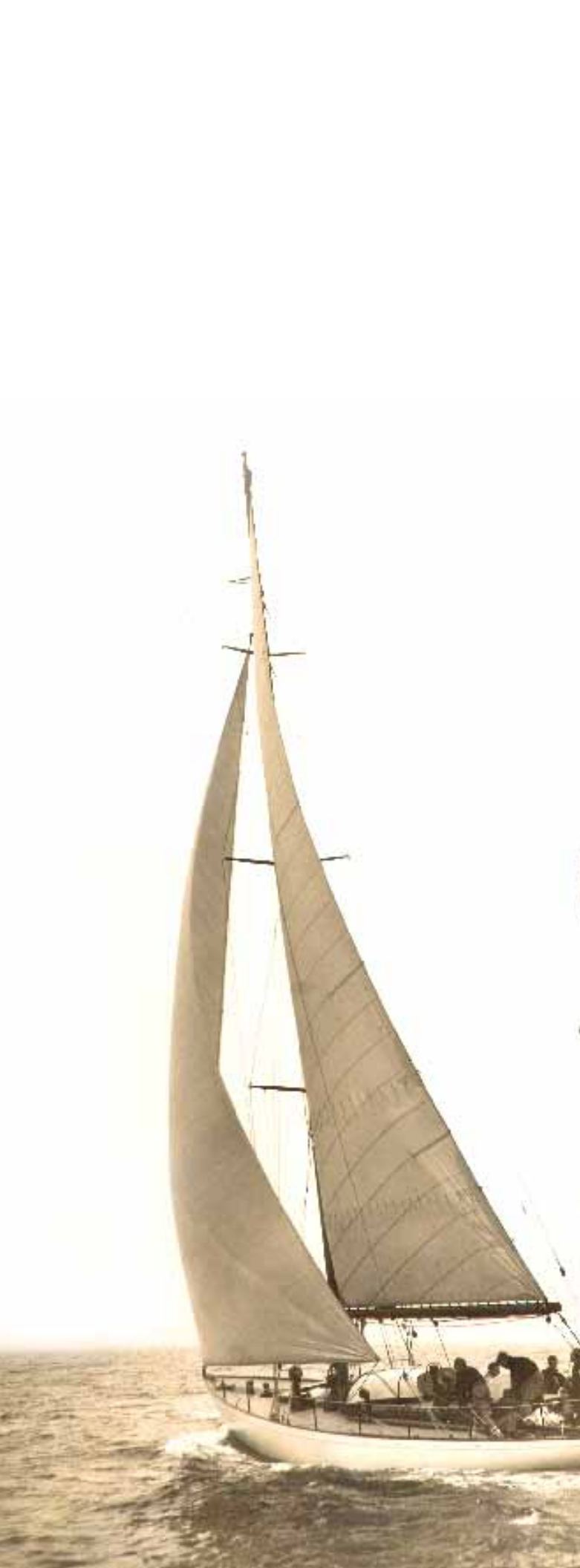


The Hinkley 41

The Owens Cutter



The Allied 39, a fiberglass modification of the Owens cutter, flying her spinnaker and reaching jib simultaneously. The Owens cutter and Allied 39 have exactly the same PHRF rating in the Chesapeake area, and this would indicate that the fiberglass boat is not a great deal faster.



STORMY WEATHER. - 1935

Planned for blue-water sailors!

Many of Owens' old hands can be happy only when building deep-water sailing boats. For this reason and to offer sailboat men, for the first time, the production and cost advantages that only a large builder can achieve, our most experienced naval architects developed this outstanding cutter several years ago.

Sail and sea demand, above all, a strong boat. Our naval architects designed and our skilled men constructed this boat with this as the primary factor. As an example, instead of simply X-bracing the hull at the mast, we X-braced her from stem-head to stern-post.

The traditional Owens knack for plenty of room and comfort brings us our biggest compliments. She's fast, comfortable... she's tried and proven... she's fit for the sea.

We invite you for a sail on the beautiful

Chesapeake Bay. Write direct
to the Owens Yacht Company,
1-41 Sansbury Road,
Baltimore 22, Maryland.

WINS

ST. PETERSBURG—HAVANA
1946 & 1947

ANNAPOLIS 1946

OXFORD 1946

POPLAR ISLAND
1946

CHICAGO—MACKINAC ISLAND
1946

GROSSE POINTE REGATTA
1947

PUT-IN BAY REGATTA
(2 CUTTERS: 1ST & 2ND)
1947

SWIFTSURE LIGHTSHIP
1947

CHESAPEAKE FALL SERIES
1947

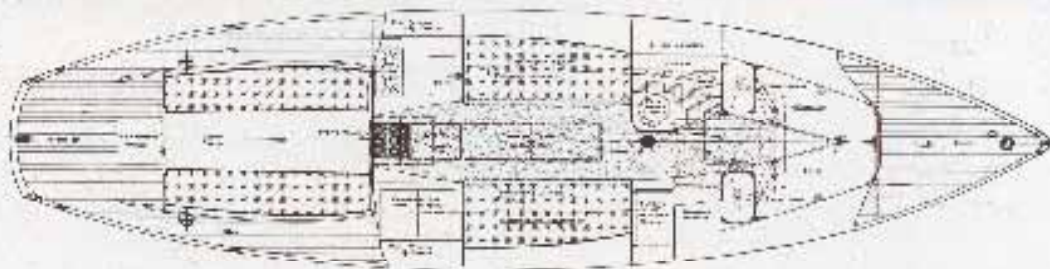
SPECIFICATIONS

L.O.A. . . 40'6"

L.W.L. . . 28'

Beam. . . 10'6"

Draft. . . 5'10"



OWN AN

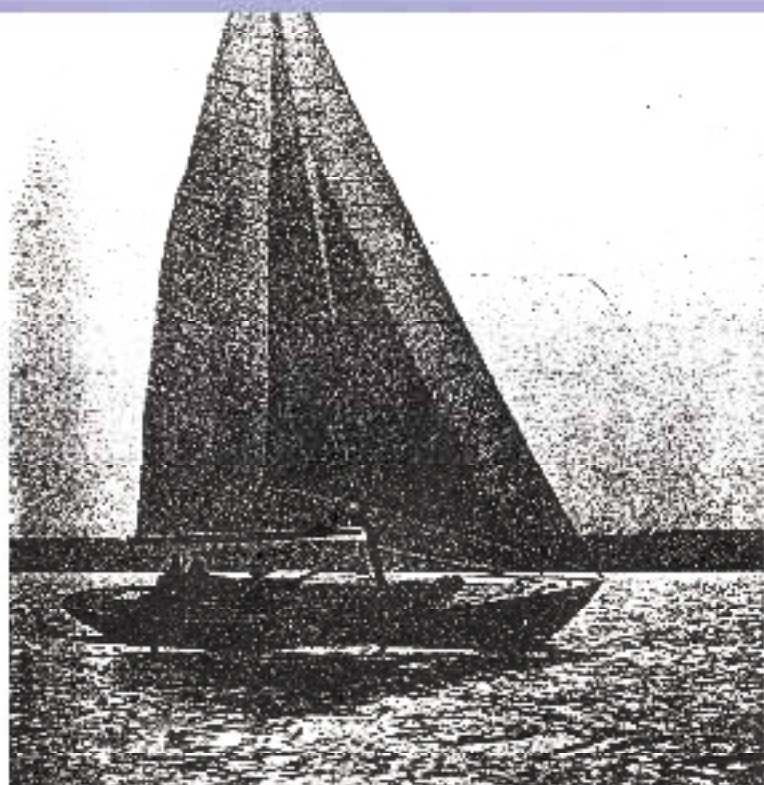
OWENS CUTTER

Value- FAR OUT FRONT

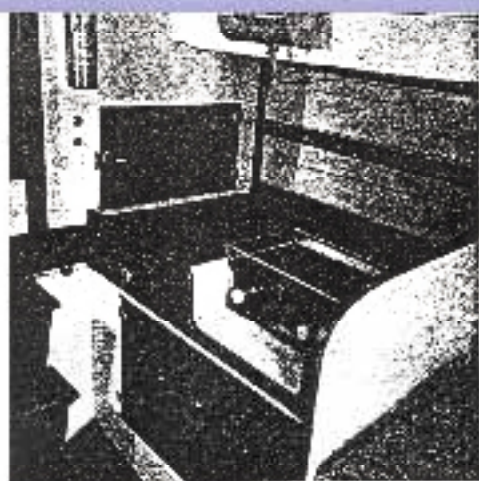
FREE BOOKLET

Tells how to buy
a boat, costs of
owning, how to
sell, etc. Write
for your free
copy today.



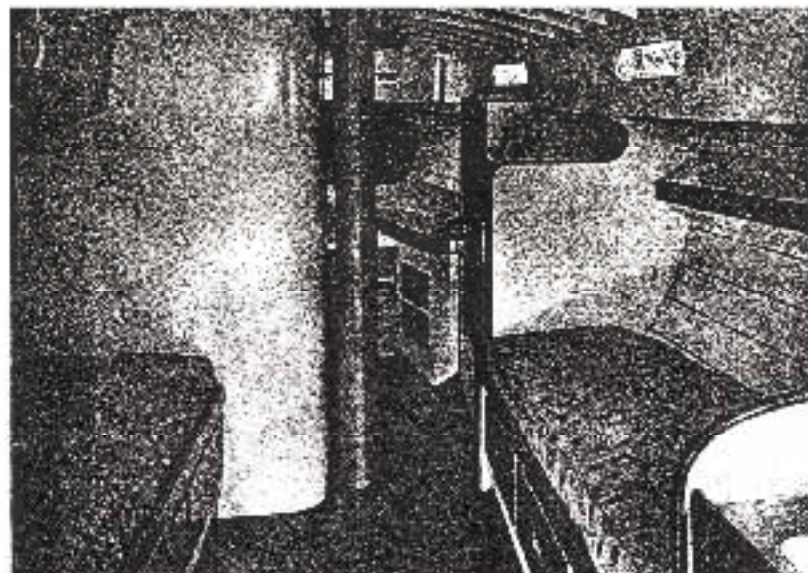


The cutter's large foretriangle is designed to carry either this 346 sq. ft. jib topail or a gunde and balances very well under either one.



The port half of the galley. The door in the bulkhead opens into a large locker extending aft under the commodore cockpit seat.

THE OWENS FORTY FOOT CUTTER



The interior arrangement (left) is the typical four-berth layout used in many auxiliaries of about this size. Bulkheads are of 1/2" marine plywood and form an integral part of the hull.

bowling along (below) under a big parachute spinnaker of nylon cut to the full limit of size permitted by the Ocean Racing Rule of the Cruising Club of America. Standing rigging is stainless steel wire with Tru-Loc fittings.



The first of the Owens cutters in a winter tryout on Chesapeake Bay. Designed by the Owens Yacht Co., this new stock auxiliary is 40' 0" l.o.a., 28' l.w.l., 10' 6" beam, and 5' 10" draft.

The double planking and decks incorporate interesting innovations. The inner skin of planking is 3/16" marine plywood laid diagonally in sheets about 12" wide. The outer layer is 3/8" mahogany and both are fastened with plus and Everdur screws. Decks are 3/4" marine plywood covered with teak. Mahogany faced plywood is used for cabin top, cockpit floor and seats. The start is a Gray Four-22 with two-blade water line wheel.

SPECIFICATIONS

L.O.A. —40' 6"

L.W.L. —28'

Beam —10' 6"

Draft —5' 10"

Keel, stempost, stem, frames and floors are all of oak.

Frames are steam bent 1 3/8" x 1 3/4" selected white oak on approximately 11" centers.

Decks are teak over 3/8" marine plywood.

Outside ballast—6,000 lbs. lead.

Fastenings—Everdur and bronze, countersunk and plugged with mahogany.

All rigging is stainless steel with Tru-Lok splices.

Fittings are stainless steel, bronze or anodized aluminum.

Steel mast-step overlaps five floor frames.

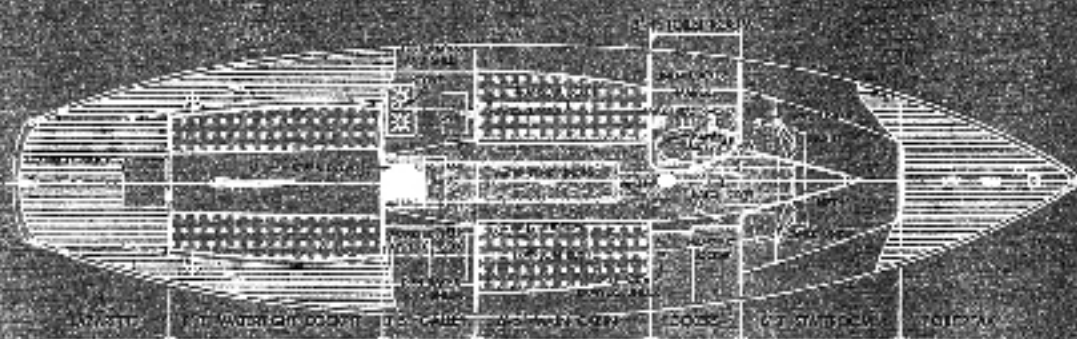
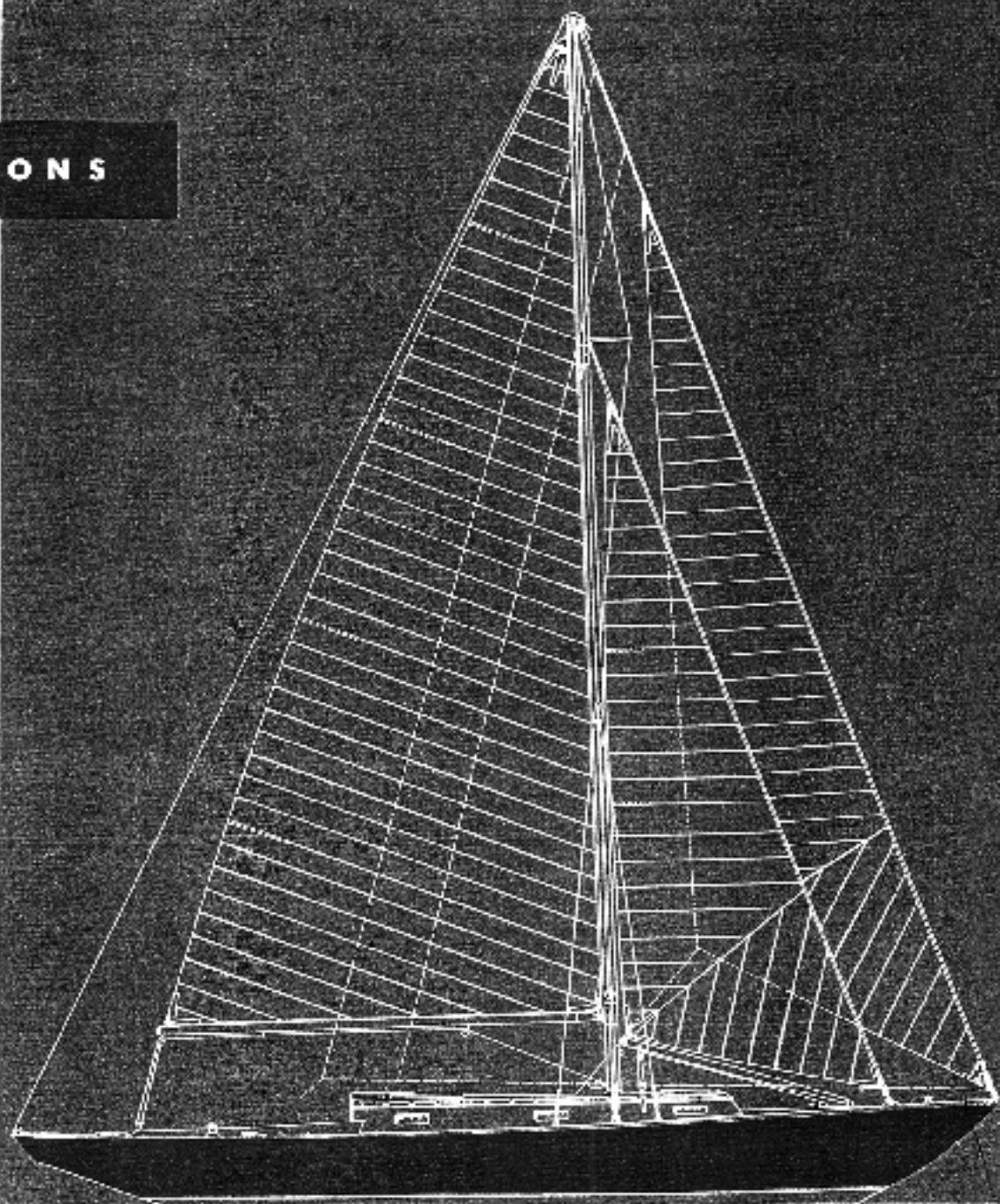
Halliards led inside mast, eliminating slapping, wind resistance and chances of fouling.

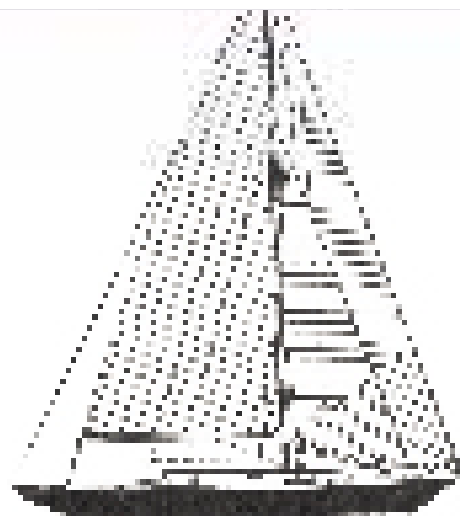
Spars—Mast of hollow Sitka spruce, 49' 4 1/2" overall and 43' above cabin roof. Main and jib beam of spruce.

4 built-in berths, 6' 6", with mattresses.

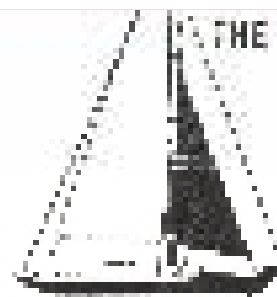
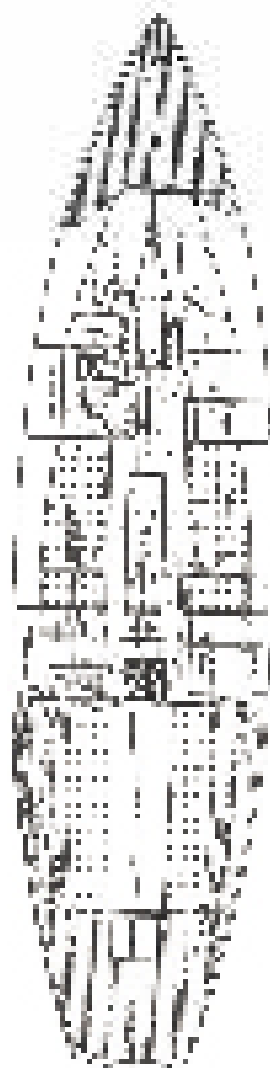
Auxiliary—Gray Four 22, turning two-bladed propeller. Cruising speed 6 1/2 knots.

Fuel tank, 30 gallons. **Water tank**, 35 gallons.



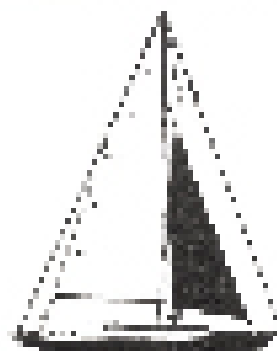


L.O.A. 40'6" L.W.L. 28'
BEAM 10'6" DRAFT 5'10"

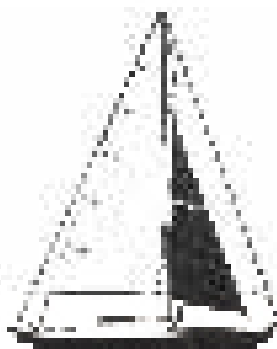


THE CUTTER RIG

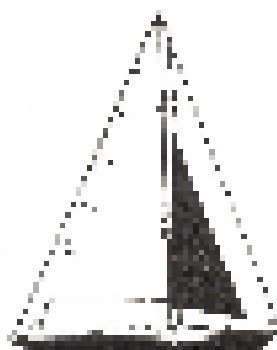
Rig
Masthead
Wind (10-M Pkts.)
Sail Area
141 sq. ft.



Rig
Masthead
Mainsail
Total
Wind (10-M Pkts.)
Sail Area
373 sq. ft.
141 sq. ft.
514 sq. ft.



Rig
Masthead
Mainsail
Wind (10-M Pkts.)
Sail Area
373 sq. ft.
141 sq. ft.
514 sq. ft.



Rig
Masthead
Mainsail
Wind (10-M Pkts.)
Sail Area
373 sq. ft.
141 sq. ft.
514 sq. ft.



CUTTER RACING RIG
Masthead
Mainsail
Total
Masthead
Sail Area
373 sq. ft.
544 sq. ft.
917 sq. ft.
373 sq. ft.
1030 sq. ft.



Cruise in Comfort in your

OWENS 40' Cutter!

By the end of the 1990s, the number of people who had been infected with HIV had increased to 1.5 million, and the number of people who had died of AIDS had increased to 1.2 million. The World Health Organization (WHO) estimated that in 1998, there were 3.5 million people living with HIV/AIDS in the world, and that 1.2 million people had died of AIDS since 1981.

1. **Introduction:** This report provides a comprehensive analysis of the current market trends and consumer behavior in the technology sector, focusing on the impact of digital transformation on traditional industries.
2. **Market Overview:** The global technology market is projected to reach a value of \$10 trillion by 2025, driven by rapid innovation and increasing adoption rates across various sectors.
3. **Key Findings:**
 - Consumer Behavior:** Digital natives are increasingly seeking personalized experiences and seamless integration across devices.
 - Industry Trends:** Cloud computing, artificial intelligence, and the Internet of Things (IoT) are leading the growth in the technology landscape.
 - Challenges:** Data privacy concerns, cybersecurity threats, and the digital divide remain significant barriers to widespread adoption.
4. **Recommendations:**
 - For Businesses:** Invest in robust data security measures and leverage AI for predictive analytics to enhance decision-making.
 - For Policymakers:** Implement regulations that protect consumer data while fostering innovation and digital literacy.
 - For Academia:** Conduct further research on the long-term societal impacts of digital transformation.
5. **Conclusion:** The technology sector is at the forefront of the fourth industrial revolution, offering immense potential for growth and innovation. However, addressing the associated challenges is crucial for realizing the full benefits of digital transformation.
6. **Appendix:** Detailed data tables and charts illustrating market growth, consumer demographics, and regional performance metrics.
7. **References:** A list of sources used for data collection and analysis, including industry reports, academic journals, and government publications.
8. **Disclaimer:** The information provided in this report is for informational purposes only and does not constitute financial advice or a guarantee of future performance.
9. **Contact Information:** For further inquiries or requests for additional data, please contact the research team at info@techreport.com.
10. **Page Count:** This report consists of 15 pages, including the executive summary and appendices.

There is a growing body of research that indicates that the use of technology in the classroom can enhance student learning and engagement. This research suggests that technology can provide students with access to a wide range of resources and information, which can help them to learn more effectively and efficiently. Additionally, technology can be used to create a more interactive and collaborative learning environment, which can help to improve student motivation and participation in the classroom.

[illegible]

Many good books are available
for sale at a discount. Please contact
the publisher for more information.
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OWENS
CORNING
FIBER COMPANY

Figure 1

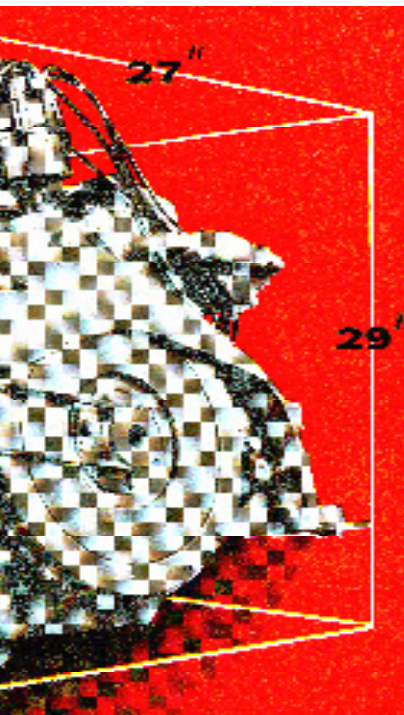


CHAPTER 6

1947 to 1962 - POWER, DEPENDABILITY, SERVICE

THE FLAGSHIP ENGINE Co.

Demanding the Best

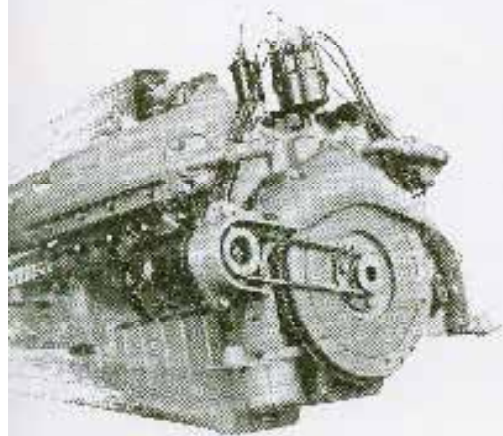


THROW OVERBOARD

your old ideas of
how a marine power
plant should perform!

Big things have happened to gasoline engines in the past ten years . . . dramatic improvements shown graphically at right. Not only has horsepower shot up like a rocket . . . but so has efficiency. In marine engines, this decade of accelerated progress is climaxed by the 1958 Flagship V-8 . . . combining a new high in performance with new highs in economy, on regular fuel, and in compactness, too! 220 h.p. at 7.5 to 1 compression, for single or twin installation . . . also available in 240 h.p. at 9.4 to 1 compression and custom racing engine up to 310 h.p. Write for specifications!

**Most advanced design, marine
engineered from the word GO!**



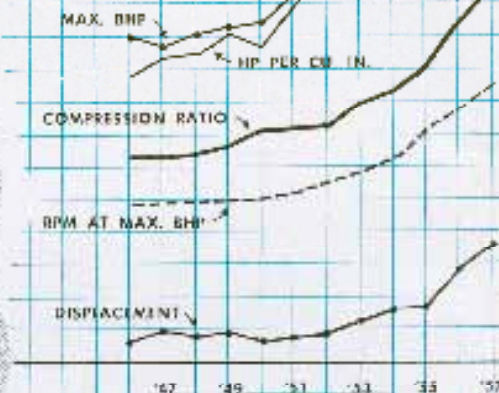
- Greatest HP per Cu. Ft.
- EMI IC, total weight (with manual gear).
- Flywheel at forward end.
- Cast iron marine manifold.
- Choice of 11 glow, water-cooled exhaust outlets.
- Marine engineered carburetor.
- Heavy duty marine manual clutch, full-hydraulic reverse gear optional.
- Castored base and optional mounting supports.
- Gear-type water pump mechanically-driven.
- Pretempered water flow.
- Full-flow oil filter.
- 12-V electrical system.
- Higher mounted electrical necessities for greater dependability, easier service.
- Choice of reduction gears.

DISTRIBUTORS: A few exclusive franchises are still available. Call or write!

**FLAGSHIP V8
MARINE ENGINES**

Boating's new yardstick of power!

Flagship Marine Engines, Inc., Lynch Cove, Baltimore 22, Md.



Because we realized early in the business that the engine was the most expensive material item in a boat, we prepared to make our own as soon as practical. We kept acquiring machine tools for metal working from the start for finishing all the bronze castings we were using in the parts of the hull. The engines we bought before the war came from Gray and Chrysler Marine Divisions, but we often had to modify them for our use.

By 1947 we had selected a block made by Ford for truck and tractor use that had a great record for longevity and dependability. It was 6 cylinders and about 110 H.P. It was a huge success for two years in the smaller cruisers. Also, we sold hundreds of them to Maine Lobster fishermen who swore by the economy and practicability of the engine.

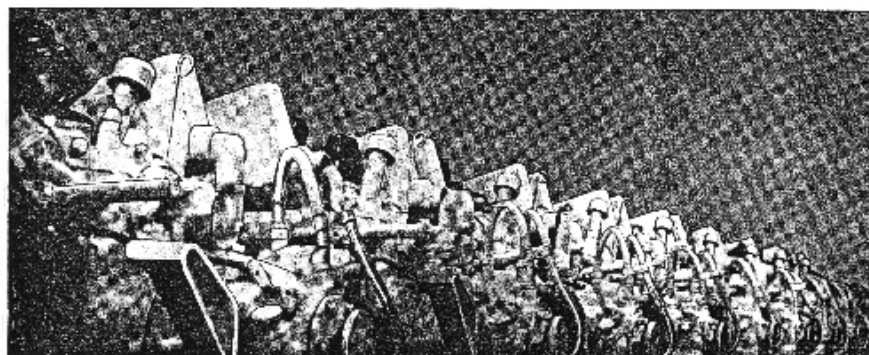
Long after we had changed to the blocks of Hercules Motor for 4, 6, and 8 cylinders, we still had to supply parts and engines for the Ford Flagship. We wanted to broaden our market to other users and created a trademark and a division of flagship motors, which was very practical, as we were able to sell to other users of marine engines.

In 1952 Chevrolet introduced the first new engine in years. It went with their Corvette sport

car. It was a V8 with a short stroke and operated at much higher RPM's with a huge increase in power for its weight. Also, it was much lower in height, which was great for fitting under the decks of small boats, eliminating the need for engine boxes in the cockpit. We persuaded them to sell us the block for marine use. They had never sold blocks before for this use and were reluctant until we showed them the nice marine power it became. Norman and I also became very friendly with some of their engineers and they developed special valves and other parts that suited the lower temperatures those marine engines usually run. This engine was a real revolution for boating.

Owens 25' Cruisers were traveling faster than the runabouts using the old engines. The engine shop was a favorite visit for me as we had a tool-maker from Packard who made the fixtures for duplicate parts that were completely interchangeable. With boats, a 1/8 inch is usually satisfactory, but with engines, the fit is micro-gauge.

DEMAND A FLAGSHIP V8 ENGINE?



Here's why:

POWER / DEPENDABILITY / SERVICE

POWER to spare is yours when the engine in your new boat is a Flagship V8. And when repowering, don't just replace your engine . . . rejuvenate your boat with a Flagship V8! Even with ten, fifteen, or more years behind her, she's still capable of higher speeds than on her maiden voyage—because your original engine couldn't possibly match the high performance of today's Flagship V8.

You'll enjoy the same exclusive salt-water features . . . the same superior marine engineering . . . the same relaxing reliability that Flagship V8s give to today's new model boats. You'll have a new engine . . . but you'll feel as though you have a new boat.



FLAGSHIP
MARINE V8 ENGINE
LYNCH COVE • BALTIMORE 22, MD.

DEPENDABILITY, the result of more than a quarter century of marine engineering experience, is assured you with every Flagship V8 Marine Engine. These years of experience mean smoother running, trouble-free, economical operation, year after year. The extreme compactness of the new Flagship V8 adds extra valuable cubic foot of space to your boat for stowage, tanks and roomier cockpit. The engine's lighter weight and lower angled mounting gives your boat far better balance and performance.

Your Flagship V8 Marine Engine is protected by a unique warranty which covers your engine from the day you accept delivery—NOT from the date of sale. You get protection for all your warranty period.



SERVICE for your Flagship V8 Marine Engine is available at the Flagship Engine Centers located in key areas. These Flagship Engine Centers will supply you with a full line of replacement parts and accessories—all readily available for your every engine need.

Here is your direct line to marine engine experience. Through these Flagship Engine Centers, you'll benefit from years of practical know-how . . . capable of answering your every engine problem. Whether you're a neophyte or experienced sailor, these marine experts stand ready to serve you—Quickly, Efficiently, and Economically—at the sign of the

FLAGSHIP ENGINE CENTER



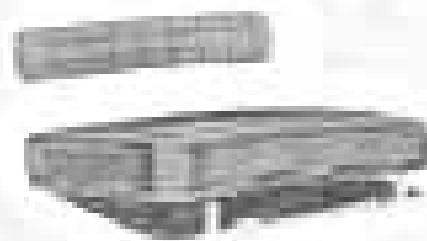
FOR ADDITIONAL INFORMATION AND LITERATURE, CONTACT YOUR LOCAL FLAGSHIP ENGINE CENTER OR WRITE FLAGSHIP MARINE ENGINES, LYNCH COVE, BALTIMORE 22, MD.

**YOUR FIRST VOYAGE WILL CON
THE PRICELESS "KNACK" OF BUILD**

It provides an overview page and several subpages to assist the group alignment and facilitation of classes. **Culture Properties**



the book is perfect place to show the integrity that it is made in connection with the book's manuscript, and that is a powerful reason for the book's "integrity" shown in the book's cover.



The new Flageolet is from Olten, Switzerland, an area long noted for its natural silk rearing. It will give a very good 17 to 21 g. The cocoon is somewhat on the large and more cylindrical shape. It resulted rather coarse, with new Chinese larvae (mostly) somewhat different in color, somewhat thicker, and slightly, flat-topped, not rather rounded and shiny.



STIF placed an Oxya 2-Cell Line and your liver will tell you that here's the work of a master's hand! Here's the best of both the world and a lifetime of pleasure!

You'll see at once why the average African (I mean the more popular tribes of his race) ever designed—who is supposed to be him!—why it was called the bare-plained, more comfortable 3-Color Cracker on the market.

The company's new 100,000-sq-ft model home line includes a house like the new Omega 3-Cabin Flagship. A series of engineering degrees tested and qualified him to work in many different markets like the construction industry in a space.

The only explanation for the hostility of Owens' Catholic flagging is the "A-1" word "black." Whether used black is "a direct way of doing about African-American history."

This book, prepared by the Organisations
 Unit of various departments, is useful in every
 detail of the Union Finance.

This is a beautiful book, and both in the original ... and the Chinese would agree to you completely with your sense of expression that you "breathe" the color of the world.

The main cabin is a half-walnut-lined living room with floor area more than 3 x 13 dm. Interior appointments are the finest that the industry has skilled naval workers and cabinet makers can produce. Hand-crafted mahogany paneling, new

doors and window plastic linings are designed for longer and better.

Scrubland is dry and sometimes in the form of a parking lot with dense "an condor" tree with very few flowers and seedlings are absent. *Myrica* are tall and covered with seeds, and young plants glass pieces are not in numbers. In some areas there are many seeds.

The handle also includes a large double spring mounted with attractive mild-tempered surface material. The steering fork has become a large bushing. The polished aluminum drop bar also has a convenient handrest below and may be clamped to the front in several positions. All controls, electric plug connections, are located throughout the boat.

Each wheel is connected to the axle via a solid, rigid shaft. In turn, the axle is connected to the wheels via a universal joint. The axle is connected to the wheels via a universal joint. The axle is connected to the wheels via a universal joint. The axle is connected to the wheels via a universal joint.

Landmark and down to earth... a pleasant past things, and everything in its place is considered a functional design rather than whimsy. We either love it or we hate it, but it has a greater function than we don't believe in much, that is the importance Chinese designers attach to their concepts of creativity.

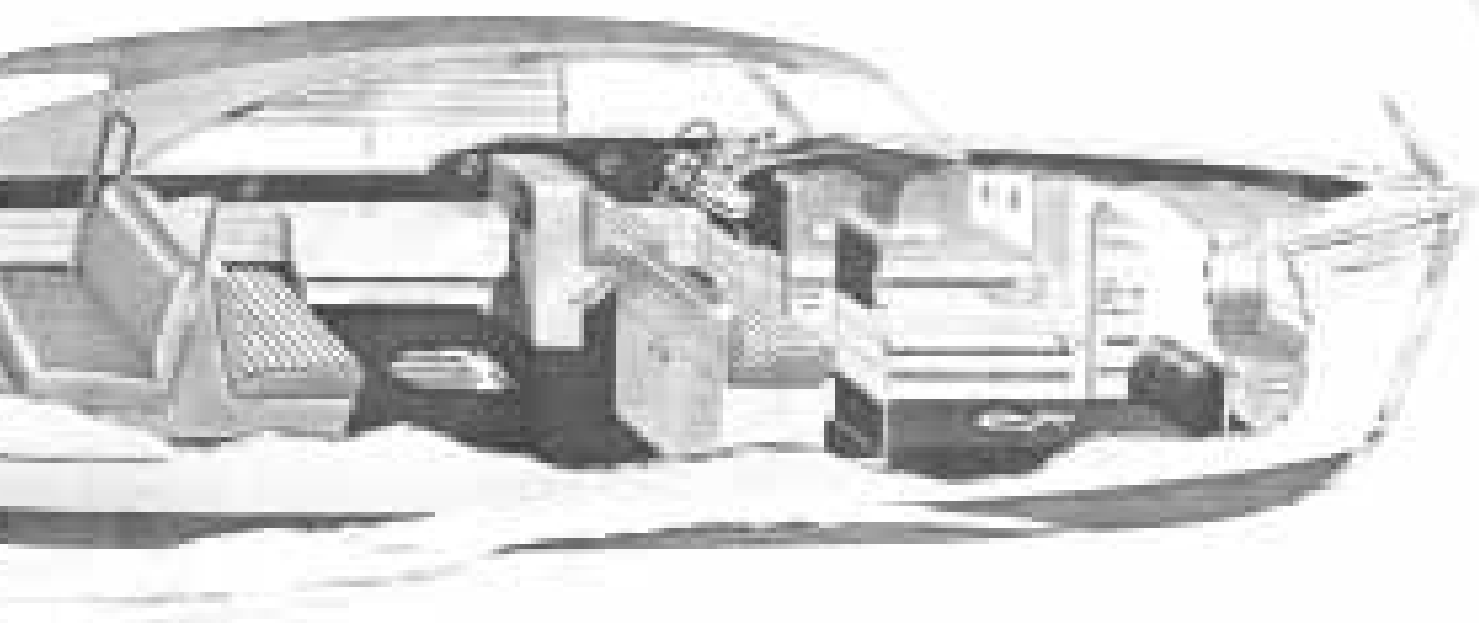
In the U.S., however, the Chinese Cultural Flagship companies, Hite considers again the primary aim. The star would be going to the U.S.-China summit—just as leaders have been discussing Chinese engagement for years while attending the last two

The author is a resident in a transplant unit, a medical officer at St. A. T. with 10 years' experience and pump shop; 500-gallon water is purchased also in the home for a pharmaceutical unit for which he has written a manual and now writes (and is due to be featured in the next issue).

A sliding, retractable, waterproof, built-in tent enclosure that turns you in day, the enclosure is built to make your tent shine, then, it goes away and out of sight.

There are three main categories of research in this field: (1) the effects of the environment on the development of the individual; (2) the effects of the individual on the environment; and (3) the effects of the environment on the development of the individual.

PROVE TO YOU THAT *Owens* HAS
 TURNING LIVABILITY INTO A CRUISER



level minimum of 100
and will result in new
and replacement ac-
countants displaying in-
direct responsibility in
identifying and forward-
ing subjects of concern
to the FBI. Every member
must be alert.

However, in a comparison of the two types of tooth combinations, mandibles with a single incisor (type 1) and those with two incisors (type 2) were retained. This shows that, despite the low degree of variability in mandible shape, mandibles with two incisors were discarded with a higher rate of than those with

the higher rates in the English-speaking countries where alcohol and tobacco affect a large part of the work force, while such does not apply

...the principle involved in building character is also illustrated 2-4 others.

ship has been most thoroughly designed. The two-burner propane gas, liquid fuel stove will make cooking from the wind as in your home. The enclosed, large 100-lb. battery is sturdy. When, with a 12-volt in the boat compartment are high enough to accommodate tall bottles. There is ample storage. The 3.7" x 10" tank is retained into a special ridge, forward section, giving you much of a new, light-colored wood.

From January 1995 to June 1, 1996, a temporary suspension of all other non-related trials of persons voluntarily withdrawing was used by investigators guided by instructions of Institutional Review Boards.

These species and others, respectively, are reported due to the Ocean Pacific from such times (Barnard, 1961).

• **Wine-makers use the best yeast strains**—microorganisms (or rather for the job taking—because that's how they're used) to ferment grapes for the three main wines, so obviously the experts add some of regional magic. In addition, they produce and experiment with blends of all main varieties. Synthetic materials are also used to develop unique tastes and textures, but they're safe concoctions as the next time.

Call it "bureaucracy"—call it "bureaucracy"—call it "proof of incompetence"—you'll agree that Harris has packed more bigness into the 21 Cabinet offices than any other Bush department head.

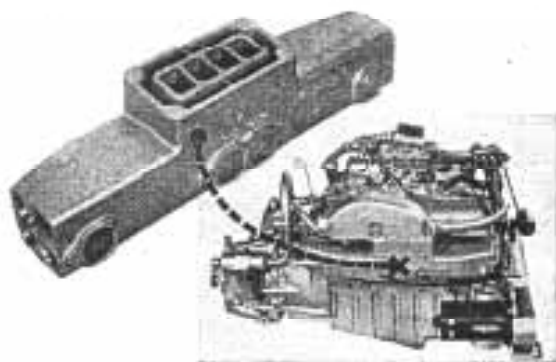


^aLiving Polymer: slightly swollen from the olefin; bulk arranged and crystallized from the oil.

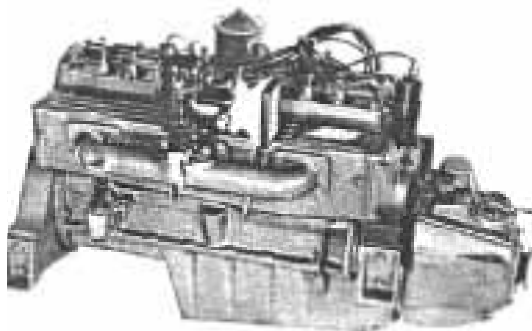


SHELL PROCESSED MANIFOLD

**On Owens Flagship Engines
Helps Win 1959 Mahattan Race**

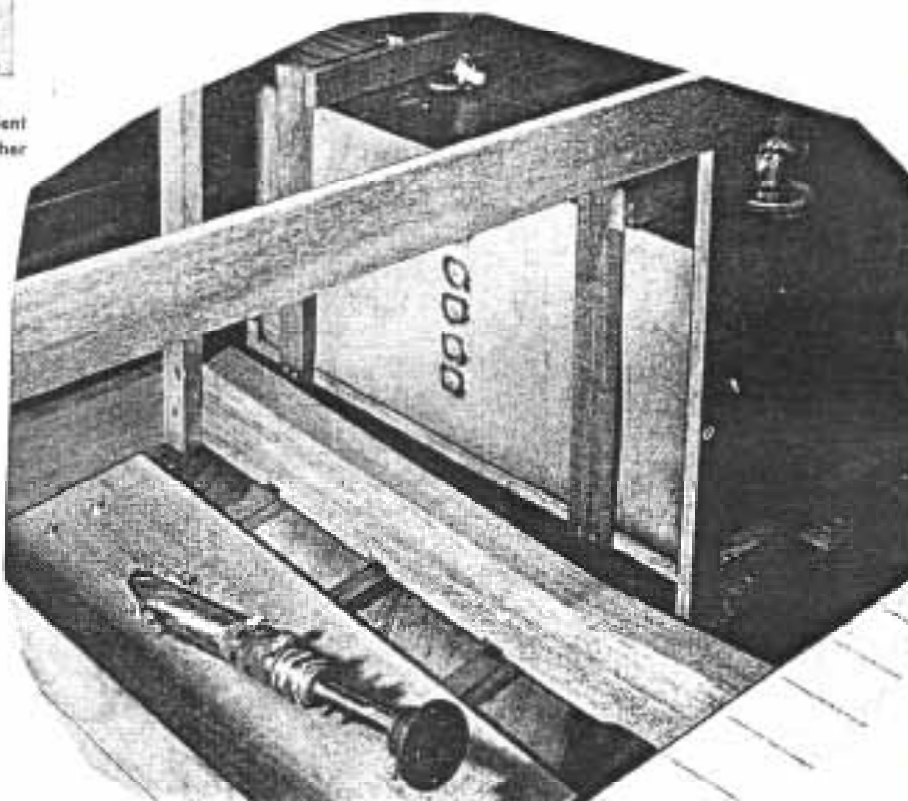


Castings made by **SHELL PROCESS** permit more efficient engine performance due to dimensional uniformity and smoother internal surfaces.



Seagoing Owens Flagships

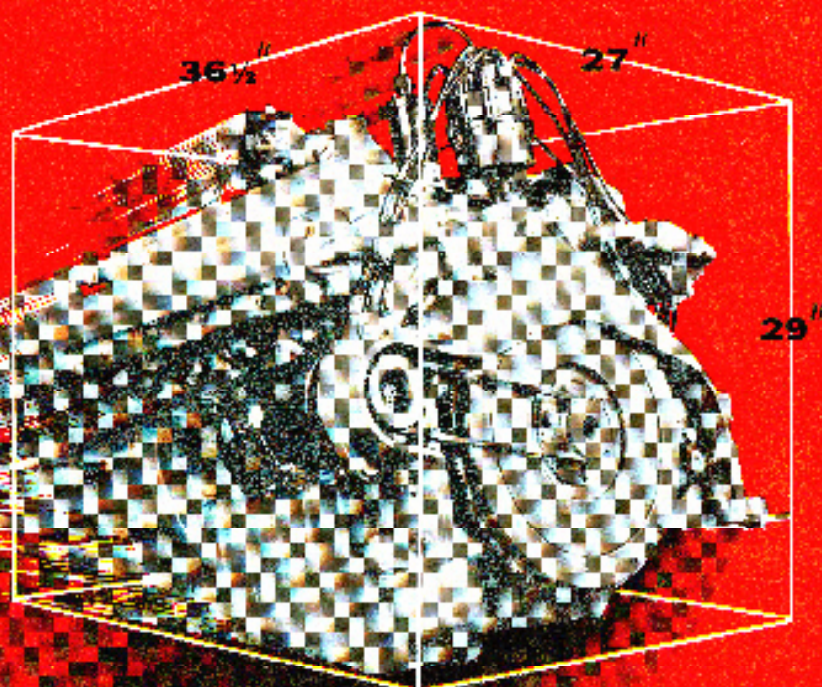
SEAGOIN' MONEL Shafts, Tanks,



New yardstick of **POWER**

... highest power per cubic foot ever offered

in a marine engine



Extreme compactness adds extra cubic feet of space to your boat... for storage, tanks, a roomier one-level cockpit!

Belt-tailed reverse gear housing and forward-located flywheel permit installation farther aft... for better balance and performance!

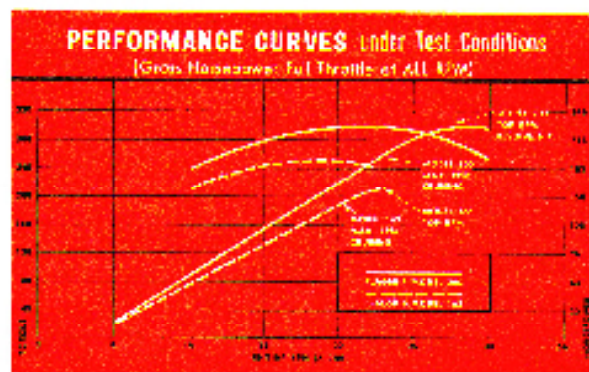
Contoured base is designed for lower mounting at a 16° angle... often allowing a flush bridge even in smaller boats!

Advanced engineering, backed by Flagship's years of dependability, delivers smoother power, higher speeds, greater fuel economy, longer engine life!

Years-ahead **FLAGSHIP V-8's**

Additional Flagship construction features, of proven marine design, include: Cast iron (not aluminum) manifold, located considerably higher above center line than on other V-8's permitting easier installation and reducing hazard of water condensation dripping into engine... 12-volt ignition system... full-flow oil filter... mechanically driven (no V belt) water pump with positive geared displacement... manual and hydraulic reverse gear with special controlled oil level (patent pending)... opposite rotation and reduction gears as desired.

Write for engineering details and specifications on the ultra-new Flagship V-8's available now... the Model 290, the Model 240, or the Custom Racing Model 310 (custom-built, with optional fuel injection). They're America's power plants... today's best buy... from \$1600 at your Flagship dealer's.



DISTRIBUTORS! New policy... V-8 sales through large distributors *ONLY*, with fully-protected areas. Call or wire!

FLAGSHIP **V8** MARINE ENGINES

"Relax... it's a **FLAGSHIP**"

Flagship Marine Engines, Inc., Lynch Cove, Baltimore 22, Md.



CHAPTER 7

1930 to 1958 - MARKETING WITH QUALITY CRAFTS

OWENS ADVERTISING

Educating the Dealer



MANSHIP

Above – New designs, prepared by the engineering department, are analyzed by the top brass in the conference room at the Owens factory. Countless hours go into discussions that range from styling to new materials and construction techniques. Each model is studied from stem to stern: how will it perform?, is it livable?, does it meet established standards of quality? Only when all the questions are answered does production get the green light. These decision makers are (left to right): John B. Owens, President; Herbert Whitaker, Quality Control; Marty Ping, Production; Bill Winkelman, Comptroller; Blake Walker, Marketing; John Purcell, Sales.



MOLLY WITH THE SWELLS



CHUCK OWENS

THE SALES PROGRAM

Our brother Chuck was a natural sales person. He loved people and was very out-going, in addition, our father put him in charge of the office details and correspondence to all inquiries. Also, he was given the benefit of the experience our father had as manager of the total sales force of Westinghouse in the Midwest.

In 1930 to 1936, many sales were made on a direct basis from the plant as we had few dealers. Advertising was meager and even the literature was sparse. But he managed to get the orders to let the company grow slowly.

When we decided to build the plant in Baltimore with much bigger production capabilities, we knew we had to prepare for a higher level of sales efforts. Fortunately, there was an excellent model to follow, the Auto Industry. We started a campaign to attract national dealers. We promoted the boats wherever we could even in some state fairs. Also, of course, we prepared literature that was extremely detailed to show the value of Owens Boats.

By 1940, as told elsewhere, herein, we had our hands full keeping up with deliveries. We always had a problem with the orders flocking in, beginning in December and January and ending in July. We realized that in the future we had to solve this obstacle. The war came to the world and in the fall of 1944, the Navy requested Owens, along with many other contractors of war material, to attend a business course that included renegotiation of the costs for all war materials. The profit was limited by law, so that no company would unduly profit from the war production. In addition, the school was to emphasize the preparation for peacetime products, because all were afraid that unemployment would be huge with all the soldiers coming home. I went to Wharton Business School in Philadelphia for a crash course. Along with the accounting, they stressed the necessity for all businesses to develop a strong marketing program. No longer could products be sold by salesmen alone.

Along with the boats we were planning to offer, we set in motion a modern marketing department. One of the first things we did was to contact the Campbell & Ewald Company in New York, who was doing marketing for Chevrolet. They were glad to work with a boat company. All three of us attended most of the meetings, because they wanted to learn from us all about how we ran a boat company and the details of boat design and construction. They were a good advertising company and had learned that you can't sell a product by "Blue Sky" copy. The customer wants to know what the boat is made of. Most ad companies want to sell the esthetics and "Blue Sky", as it is easy for their copywriter. We really got a new outlook on how products are sold. In addition to the story of the quality of our boats, we still felt we had to sell the pleasure and family benefits of our cruisers, as we were not making runabouts. C & E was one of the most important contacts we ever made as they showed us the way to a modern marketing. They suggested that we adopt the use of Flagship in our engines and models and Flagships became a part of Owens Boats.

We realized that we were writing most of the magazine ads for our agencies. About this time, (circa 1956) we were trying to overcome the seasonal stigma that builders suffered. We hired an old hand from Chrysler named Jack Frost. He had been the manager of the field sales force for them

and was a very qualified man. He came in the Fall and started to organize a District Sales Force with a factory representative in the areas of the country where boats were sold. Shortly, thereafter, in January, the so called, "National Boat Show" in New York was to take place. For many, many years this had been an important sales event for the industry and builders would take orders and try to fill them by July. We always had a big display with sales people and it was very expensive. The entire event lasts for a week. Jack Frost stayed for about three days and then said, "Let's go back to work as this is an impossible way to sell boats all year. We will turn all shows over to the local dealers who are the ones to make the sales." He then, organized a district sales force with about eight districts which was managed by factory employees who also worked also on a commission. Their job was to always be in touch with their dealers and keep the dealers working even in the off season. Consequently, we let the dealers run all the shows.

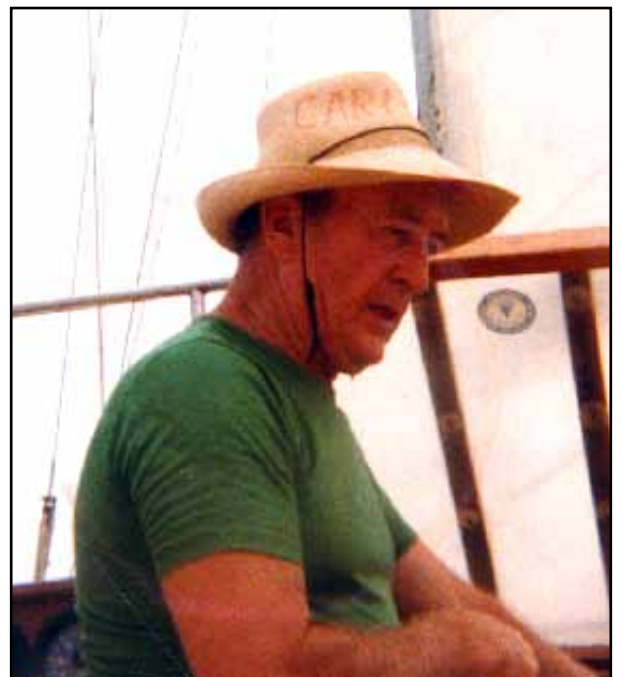
Along, with this we offered off-season incentives to give the dealer the stimulus to buy in the Fall so we could keep our workers on the job. We were very profit oriented, as that was the way we could create capital to grow. We were meticulous about keeping good cost records and we knew that once we made enough units to cover our fixed costs that the profit per boat would jump dramatically.

Also, we were able to gain the financial strength of a commercial credit company to floor plan the boats for our dealers. Another big step Owens took which had never been done in the industry before. In addition, Owens initiated the concept of guaranteed delivery cost to all parts of the country.

From early on, Owens Boats had become very popular on the West Coast. Sailors liked our round bottom designs with very traditional curves and sections, created a lovely hull which was also extremely seakindly. To increase this market we would ship from Baltimore a whole deckload of boats on the steamships to Los Angeles, San Francisco and Seattle almost once a week. The procedure was very cost saving, fit well into our freight plan and allowed us to excel beyond our midwest competition. We did not have enough volume to justify a full line production factory on the West Coast. In 1958, however, we bought 50 acres of land in Santa Anna and were planning to build a factory there when the market would support it.

We discovered by careful analysis of the costs of each model that the material costs of cruising boats do not increase in proportion to the length. From 25 feet up to 35, the most expensive items, i.e., motors, tanks, toilets, and galley were almost the same. Boats have always been sold basically by length and power, so we made special effort to use interchangeable parts and found that the percentage of profit increased with the larger models using our competitors price as a guide.

I find it an enigma, today, when I see 25-foot boats crowded in the Hull with the materials typically used on a 35 foot boat. These boats have no deck or cabin foot room. The better builders today are following many of these programs which we developed as our Company grew.



MAXIMUM MARKET . .



The "14" Outboard Utility.



The "31" Two-Stateroom Sedan.



The "26" Sedan with Flying Bridge.



The "22" Sport-Cruiser and Inboard or Outboard Runabout.

At the beginning of their 1956 Franchise Year, the Owens Yacht Company announced to their Dealers their merchandising plan for 1956 which they called their "4-M" PROGRAM. This "4-M" Program is an entirely new concept in the business of merchandising boats to the American consumer public! Already it has brought considerable excitement into the industry at large. The name of the program . . . "4-M" . . . stands for the phrase "Maximum Market—Minimum Models." With the tremendous upsurge of boating sales in the past few years, the Marine Dealer has been faced with a unique situation. General industry research has proven that in 1953 and 1954 *nine out of every ten boat sales were made to persons who had never owned a boat before!* These customers were not the traditional "Yachtsmen" type of buyer. Their interests ran all the way from small 14' runabouts to large cruisers and this tremendous surge of buying, over such a large spread of models, brought to the Marine Dealers of America the definite problem of supply and demand. Recognizing this change in the industry some years ago, the Owens Yacht Company began at that time to lay their plans to meet this situation for their Dealers. Now, for 1956, they have made available to their Dealers a line of high quality boats that satisfies every demand of the American consumer from the small boat buyer to the big yachtsman! Careful planning has produced a line of only *eight basic models* with which the Owens Franchised Dealer can satisfy *every* customer demand from a small 14' Utility runabout up through a big 35' Bridge Sedan Cruiser!

Here are the two basic reasons why the 1956 Owens "4-M" Program means more money to you . . .

1. THE BROADEST POSSIBLE CONSUMER APPEAL . . . with this new Program, you will be able to offer to your customers the *widest possible price range* . . . from \$345 to \$17,000! Within this price framework, your potential customers will be able to purchase the *exact* boat for their particular needs from a 14' Outboard Utility Runabout all the way up to a 35' Bridge Sedan Cruiser offering full cruising accommodations for six. In each of these boats the traditional Owens quality standards and highest specifications are rigidly maintained to assure absolute customer satisfaction! The advantages to you as a Marine Dealer are obvious . . . *now you can offer a complete line of high quality boats appealing to 87% of all of the potential boat buyers in your trade area!* Behind each of these fine boats is the recognized brand name of "Owens". Over thirty years of consistent national advertising has produced nationwide recognition of the name "Owens" and the fine quality product for

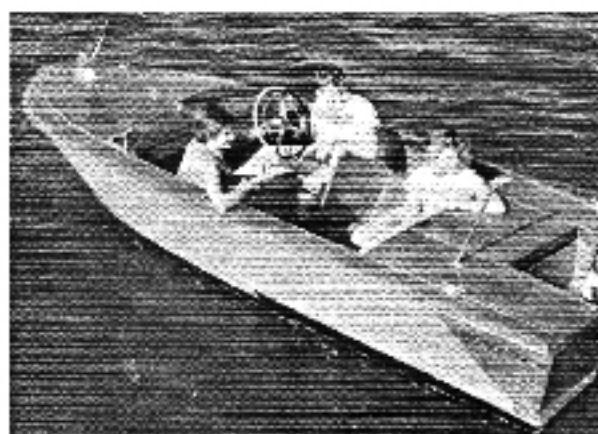
... MINIMUM MODELS

which it stands. History has proven that, once a man buys a boat, he is a potential customer for a *bigger* boat in a very few years! With the maximum market coverage offered to you with this spectacular program, your repeat sales are *guaranteed* . . . the Owens line is definitely planned to coincide with the family's normal income improvement, so that a dealer, with careful selling, can take a customer whose first boat is an Owens and progressively move him up to bigger and better boats down through the years!

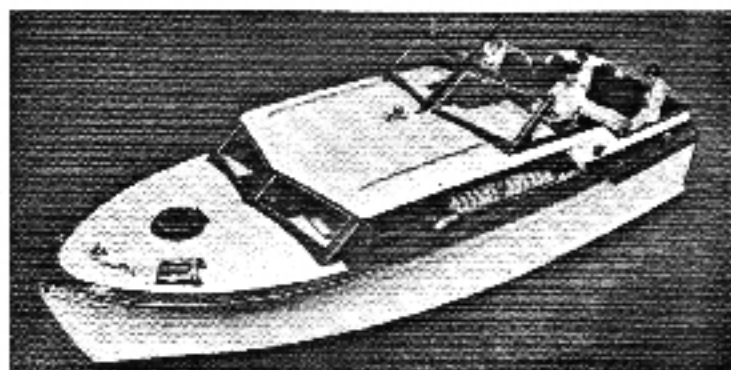
2. MORE PROFIT DOLLARS IN YOUR POCKET . . .

The Owens "4-M" Program *also* means more money for you! With this carefully planned, complete line there is no overlapping or confusion of models and this means that you require much *less* dollar inventory to obtain maximum market coverage! With this program, you also obtain a *higher percentage of profits per invested capital*, because of fast inventory turnover due to the very broad appeal of every model that you stock. *The benefits of being able to obtain all of your inventory requirements to satisfy every demand from your trade area from one big company are enormous!* First of all, you naturally obtain a *greater sales volume* because a salesman is much more effective when he can concentrate his selling efforts on a single line and thus learn his product better. Owens factories are large, modern, completely equipped and skillfully manned . . . with these facilities plus very adequate financing to back up their big production runs, the Owens Yacht Company can *assure your profits* because they can *assure your deliveries!* In this way you have the opportunity to work out a planned delivery schedule coordinated to meet your sales needs and guaranteeing your customers immediate availability of the model they decide to purchase. Then, too, such an association results in a much better relationship between the dealer and the factory and better understanding of the dealer's selling and service problems.

The basic purpose behind this entire program is to *make more money for you, the Marine Dealer!* Dealer success is *very* important to the Owens Yacht Company . . . Owens Franchise policies are made. Owens advantageous discounts are set and Owens Flagships are manufactured *all* to bring success and profit to Owens Dealers! As you know, all Flagship sales are made through Franchised Owens Dealers . . . no other way. Only as you, the Dealer, prospers, so prospers the Owens Yacht Company! The Owens "4-M" Program . . . Maximum Market . . . Minimum Models . . . is designed for this *one* purpose . . . *to put more money in your pocket!*



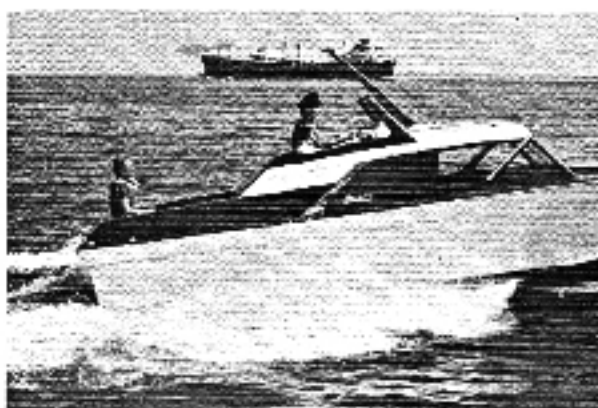
The "16" Deluxe Runabout and Outboard.



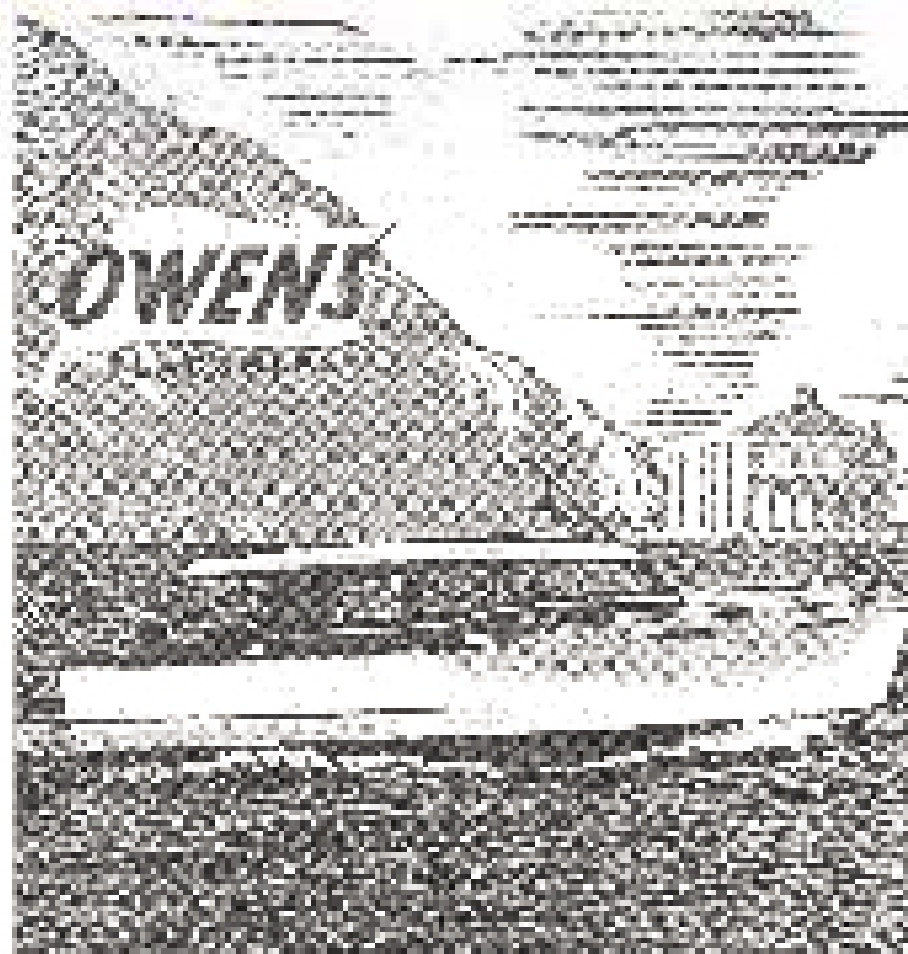
The "31" Six Sleeper Express.



The "35" Bridge Sedan.



The "21" Family-Cruiser Inboard or Outboard.



THE OWENS-CORNING CHALLENGE

By E. W. Owen
Owens-Corning Fiberglas
Technician
August 1967

When I was assigned to the Owens-Corning Fiberglas plant in Owensboro, Kentucky, I was told that the plant was a challenge to the Owens-Corning family. I was told that the plant was a challenge to the Owens-Corning family. I was told that the plant was a challenge to the Owens-Corning family.

The Owens-Corning family is a family of people who are dedicated to the production of high-quality products. They are people who are dedicated to the production of high-quality products. They are people who are dedicated to the production of high-quality products.

The Owens-Corning family is a family of people who are dedicated to the production of high-quality products. They are people who are dedicated to the production of high-quality products. They are people who are dedicated to the production of high-quality products.

The Owens-Corning family is a family of people who are dedicated to the production of high-quality products. They are people who are dedicated to the production of high-quality products. They are people who are dedicated to the production of high-quality products.

Built to take tough tests

The Owens-Corning Fiberglas plant in Owensboro, Kentucky, is a plant that is built to take tough tests. It is a plant that is built to take tough tests. It is a plant that is built to take tough tests.

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For more information, contact the Owens-Corning Fiberglas plant in Owensboro, Kentucky. For more information, contact the Owens-Corning Fiberglas plant in Owensboro, Kentucky.

YOU CAN'T BEAT OATHE FOR

A-S-V-

OWENS-CORNING FIBERGLAS



OWENS-CORNING FIBERGLAS
11 Owens-Corning Fiberglas Dr., Owensboro, Ky.

For more information, contact the Owens-Corning Fiberglas plant in Owensboro, Kentucky. For more information, contact the Owens-Corning Fiberglas plant in Owensboro, Kentucky.

Name

Address

City



Photographs, Owens Yacht Company, Inc.

The largest and the smallest craft in the Owens line: The 16' utility and the 35' bridge sedan cruiser which sleeps six.

FLAGSHIPS FOR EVERY FAMILY

From the smallest runabout to the largest cruiser, new color treatments, modern decor and styling mark the twenty-eight model Owens fleet for '57.

OWENS Yacht Company, Inc. of Baltimore, Maryland, one of the country's oldest and largest pleasure boat manufacturers, is this month announcing their expanded 1957 fleet. They are offering a comprehensive line of outboard motor craft, as well as a new and extensive line of inboard-powered runabouts and cruisers.

Modern decor and styling distinguish the 1957 Owens fleet, with each model available in a standard and also a sumptuous version called the "Flagship" series. These models, smartly styled by Lynn Valentine of New York and London, will appeal to all members of a boat-minded family. An example of this new color styling is the brilliant, rich Owens blue, instead of the usual white, offered for the hull, which makes a pleasing contrast with the rich mahogany and the bright chrome and stainless steel trim. To complement this new color scheme, the Flagship Outboard Runabout has leatherette upholstery in

glamorous colors of Coronado Flame and Mission White. The interiors of the cruiser models, also styled by Lynn Valentine are in shades of greens and corals, accented with charcoal gray and white, offset by the natural mahogany finish.

Owens designers have also restyled many exterior features of the cruisers, i.e., full-length wrap-around handrails on the cabin top, the metal transom binding, and the cutwater trim. There is a striking "family resemblance" in the exterior profile of all 1957 Owens cruisers, all having the same cabin top windshield and window design, which Owens calls "Winged Flight" design.

The 1957 Owens Hyperbolic V-bottom design has well proportioned beam-to-length ratios, low center of gravity, and full-length, wide, flaring hull sides. Characteristic of each Owens is a high chine line at the bow, which gives a sharp "entrance" section, allowing speed and top performance to be

Featuring two-level deck, the Owens 16 Flagship runabout has room for six and takes the larger outboard motors.





HOLIDAY SURPRISE!



For the Holiday Surprise of a lifetime—see your OWENS dealer now! Find out how easy it is to make your family's Christmas last the year 'round.

This year, give your family an OWENS '25'. Give them fun-insurance for years to come. Hardbomely styled, easy to operate, simple to maintain, economical and spry... The gift that truly keeps giving!

During these winter months your OWENS dealer is offering big deals and generous terms. With or without a trade, you can own an OWENS '25' for as little as \$87.50 per month.

OWENS '25' Flagships and Sea Skiffs accommodate four in a spacious cabin. Homelike decor with a full size galley, standing lavatory, comfortable lounge and panoramic windows. The unusually large cockpits are made for outdoor living, and big walk-around decks take you safely fore and aft. Tough Philippine mahogany structure and fittings of chrome-on-brass and stainless steel high-light the quality materials in all OWENS Cruisers. Power is supplied by a time tested Flagship 185 marine V8 engine. +

OWENS YACHT DIVISION

Brunswick CORPORATION

BALTIMORE 32, MARYLAND



REVOLUTION IN THE

...For the first time in history
A fully-equipped, roomy "22"
of a speedboat (up to 40* m.p.h.)

THE ONLY "22" CRUISER THAT HAS EVERYTHING

No more "runabout with a roof", this Owens "22" is a full-size, full-fledged Express Cruiser with luxury features from stern to stern. She's ideal for extended cruising... family vacations, fishing trips, real living afloat... and for water-skiing, too! Her unheard-of low price includes all this equipment, at no extra cost:

- ▶ Berths with 3" mattresses
- ▶ Galley with 2-burner stove
- ▶ Cabin dinette table
- ▶ Fresh water system and sink
- ▶ Ice box and dry locker
- ▶ Toilet, in toilet room
- ▶ Cabin and running lights
- ▶ Hatch and full lee rail
- ▶ Skag, cleats and chocks
- ▶ Tachometer with hour recorder
- ▶ Ammeter, oil pressure, engine temperature & fuel gauges

You're paying for a "real" boat... don't accept less!

With this new Owens SPEEDSHIP, you get more "real" boat, dollar for dollar, than any other builder offers today... a "first class" voyage for "tourist" fare.

*What a blue-water beauty! Berths for 3 to 4
...dazzling V-8 speed...extra-strong $\frac{1}{2}$ " bottom*



FASTEST "22" CRUISER AFLOAT TODAY!

*Thrilling speedboat performance
leaves others far astern*

Owens engineering puts this boat in a class by herself. Exclusive HRV (Hyperbolic Round-Vee) bottom design, combined with sensational new V-8 power, lets you cut through the water as fast as 40* miles per hour!

Tow 2 skiers at a time! And, when bad weather threatens, "run for home" swiftly and safely. Never before could you command so much speed... with so much spacious comfort, for so much family fun!

There's no substitute for Owens experience!

The more experience, the more know-how... the finer the finished boat. This new "22" is the climax of Owens' generations of better boat-building, a record you can rely on.

OWENS "22" SPEEDSHIP

BOATING INDUSTRY!

and yours only from OWENS!
Family Cruiser with the speed
..for the price of a family car!

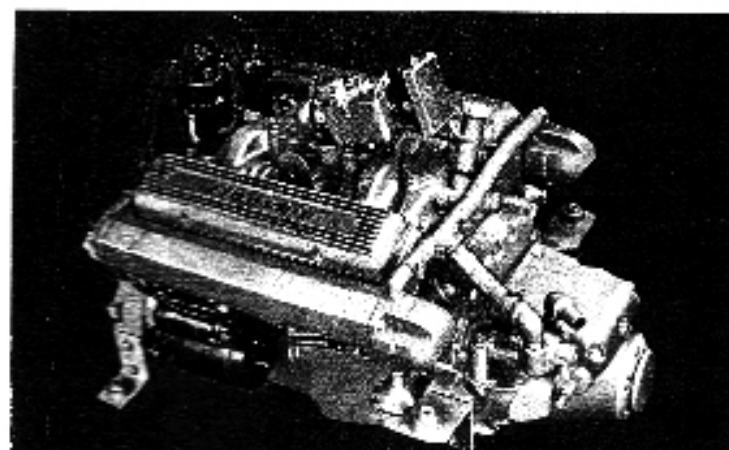
Most compact power
plant in the big
horsepower class!

**ONLY \$3,995 COMPLETE! BIGGEST
POWER BOAT BUY ON THE WATER!**

It's a radically new 1957 Flagship Marine V-8, only 36" long by 22" wide, yet delivering 150 horsepower at 3200 r.p.m., . . . more power per pound and per gallon of fuel than ever before available in a pleasure boat!

*Compare Construction! Compare Power! Compare Roominess!
Compare Styling! Compare Seaworthiness! Compare Price!*

Nothing in her class can match her!



150 h.p. V-8 Engine delivers 40* miles per hour!

This Flagship power plant is as history-making as the boat it drives. A high-performance, overhead valve V-8, it features a 12-volt ignition system . . . full flow oil filter . . . cast iron

(not aluminum) marine manifold . . . mechanically driven water pump (no V-belt) . . . reverse gear of proven design with special controlled oil level (patent pending).

*Estimated speed, achieved under ideal conditions and full throttle.

with 150
horsepower

V8

By the builders
of world-famed
OWENS FLAGSHIPS

From the cradle up, this Owens "22" Family Cruiser is built the way a fine boat should be built. Her extra-heavy framing is solid Philippine mahogany. Her planking is extra heavy, too . . . finest 3/4-inch, 7 ply, mahogany faced Marine Weldwood.

Owens builds your boat this way because no other type of construction has proved so sound, so seaworthy, so thoroughly satisfactory to thousands of boat owners over the years. Wood is more durable, far quieter in rough water, easier to repair and maintain, Owens construction protects your investment longer!

You'll appreciate the superior design of this "22" SPEEDSHIP when you see how much convenience and comfort she offers, in both cabin and cockpit . . . how exceptionally dry and safe she is, and how easy to handle at all speeds.

What are you waiting for? Make her yours . . . and make this a year to remember!

ORDER NOW FOR EARLY DELIVERY

*Don't delay! Send for the name of your
nearest OWENS "22" SPEEDSHIP Dealer*



Speedship Division
Owens Yacht Company, Inc.
Baltimore 22, Maryland

Send me at once, without obligation, the name and address
of the OWENS "22" SPEEDSHIP Dealer nearest me.

NAME _____

STREET _____

Here's the ultimate in Luxurious Living Afloat



Storage area for personal items and luggage can take the full 100 pounds weight. Storage compartments are built into the hull of the boat.



The full 100 pounds weight can be stored in the compartment. The compartment is built into the hull of the boat.



The full 100 pounds weight can be stored in the compartment. The compartment is built into the hull of the boat.



The full 100 pounds weight can be stored in the compartment. The compartment is built into the hull of the boat.



ALL F

ONE of the most desirable, practical, and comfortable ways of spending your vacation is to live afloat. The full 100 pounds weight can be stored in the compartment. The compartment is built into the hull of the boat.

a very good friend of the family...

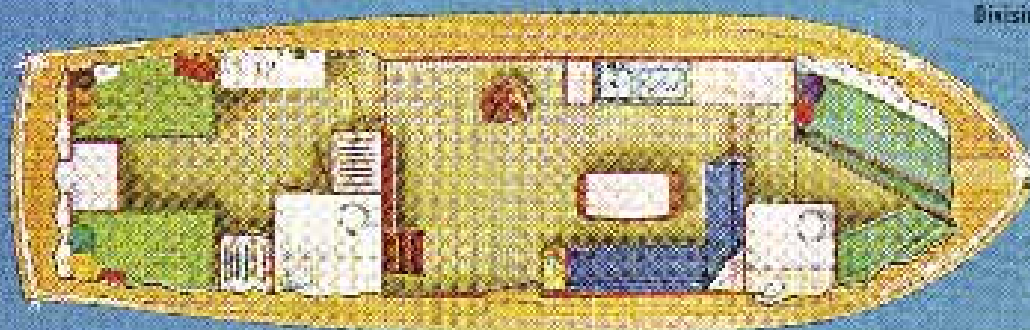
OWENS BOATS... STAR OF THE OWENS BOAT SHOW, 1963-64



 **OWENS**

Division Rembrandt Corporation

Baltimore 22, Md.



Here's one friend you'll want to know better. Owens' 40' "Taritani" will bring you many happy years of res. boating pleasure. **Owens gives you more for '64**...more luxury...more comfort...more conveniences for enjoyable family boating. This remarkable night-sleeper offers the most in accommodations. Tremendous main cabin has concealed wall double bed, L-shaped convertible lounge, unique entertainment/living preparation center. Spacious master stateroom aft contains

two bunks, two built-in dressers, two giant-size hanging lockers, private lavatory with deckside shower. Forward cabin has access to marine lavatory forward. And, there's rich carpeting throughout. The "Taritani" is double-planked Philippine mahogany from keel to sheer for dependability on extended cruises. Its quality construction, proven FLD (full-length diagonal) hull and luxury appointments offer your family the ultimate in comfort afloat.

see Owens...compare Owens...you must buy Owens

OWENS PRICE LIST - 1955 FLAGSHIPS

(effective August 1, 1954)

The following models will be our standard production. They are priced here with engine installations and equipment we recommend.

OWENS "18" SPORT CRUISER - Complete with deluxe equipment usually priced as extras.	
An outboard _____	\$ 1,275
OWENS "21" OUTBOARD CRUISER - Complete with deluxe equipment usually priced as extras.	
22 MPH with single 25 HP and special cruiser propeller _____	\$ 1,995
Solid Transom model, for Owens twin outboard motor brackets _____	\$ 1,995
OWENS "21" INBOARD CRUISER - Complete with deluxe equipment usually priced as extras.	
Flagship Marine 4-66 HP, rubber mounted. 25 to 27 MPH _____	\$ 3,295
OWENS "25" SUPER EXPRESS - (includes: "Deluxe Equipment Group")	
Power: Flagship Marine 6-118 HP - 25-27 MPH _____	\$ 5,450
Flagship Marine 6-136 HP* - 30-32 MPH _____	\$ 5,980
*(Hydraulic shift, 12 volts, oil filter, temperature regulator, monel shaft)	
OWENS FLAGSHIP "26" SEDAN EXPRESS - (includes "Deluxe Equipment Group")	
Twin Flagship 4-66's - 22-24 MPH _____	\$ 6,850
OWENS FLAGSHIP "31" TWO-STATEROOM SEDAN - (includes Deluxe Equipment Group; monel gasoline tank; 4" foam rubber mattresses, with zippered, tailored upholstery, etc.)	
Power: Flagship Marine 6-118 HP - 16-17 MPH _____	\$ 9,150
Flagship Marine 6-136 HP* - 18-20 MPH _____	\$ 9,880
*(Hydraulic shift, 12 volts, oil filter, temperature regulator, monel shafts)	
OWENS FLAGSHIP "31" SIX-SLEEPER EXPRESS - (includes Deluxe Equipment Group; monel gasoline tanks (2); 4" foam rubber mattresses, with zippered, tailored upholstery, etc.)	
Power: Flagship Marine, twin 6-118's - 24-25 MPH _____	\$10,500
OWENS FLAGSHIP "35" BRIDGE SEDAN - (Price includes Deluxe Equipment Group)	
Power: Flagship Marine, Twin 6-136's *with reduction gear _____	\$15,500
*(Hydraulic shifts, 12 volts, oil filter, temperature regulator, monel shafts).	
Speed: 30 to 32 MPH	

WORTH MORE WHEN YOU BUY---

WORTH MORE WHEN YOU SELL

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E. K. Cohen

B. Van Amer
Chapel Hill, N.C.

OWENS BOATS OF FAME

Some Outstanding Models from Years of Building the Finest Boats Afloat



*The Fleet that made Boating History . . .
the 1932-41 Owens Flagship "30's".*



*Owens at war . . . the 42-foot Aircraft
Rescue Boat that saved so many lives.*



*The beautiful Owens Flying Bridge
"42", built in the years 1946-50.*



*A styling "first" . . . the 1946 Owens
27-foot Sedan Cruiser.*



*The pace-setting Owens "26" Sedan
produced in 1948-50.*



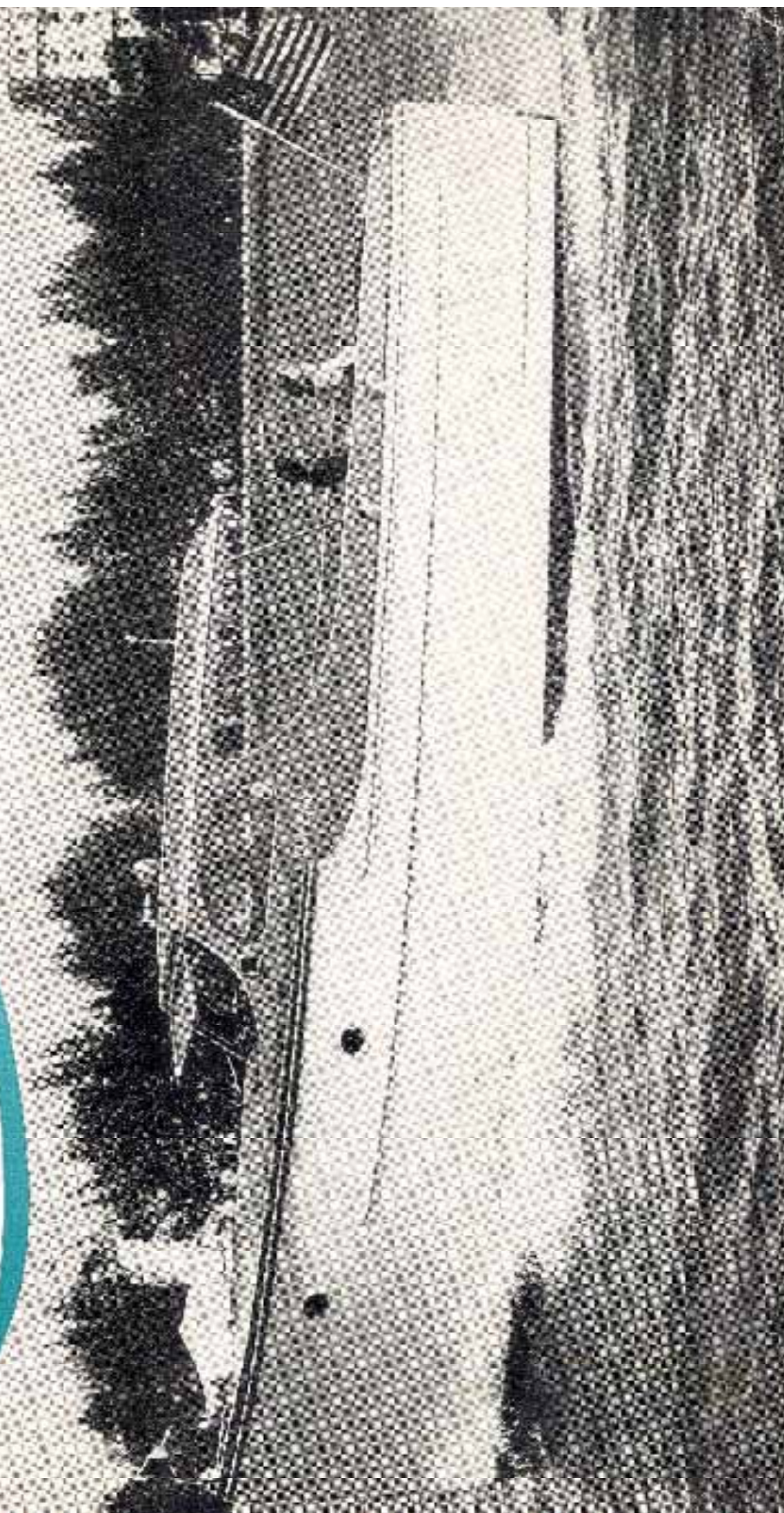
*Fabulous accommodations were available
on the 1948 Owens "42" Sedan.*



*Miss Maryland pilots the famous 1952 Owens
"21" Outboard Family Cruiser.*

OWENS, THE WORLD'S FINEST... DOWN THROUGH THE YEARS

The
OWENS
SPORT FISHERMAN



The 3-Cabin Flagship is Designed to Carry You Safely through *Any Sea, Any Weather*



She's an East Coast, Salt Water Built Cruiser

There's real boating enjoyment ahead when you leave your mooring and head for far blue horizons in your Owens 3-Cabin Flagship.

Glide slowly through quiet waters or throttle up your powerful twin engines to cruising speeds that will take you quickly to distant shores. Chart your course for any destination you choose; confident that your Flagship will take you there in safety and comfort.

If you are an experienced yachtsman, one look at the 3-Cabin Flagship will tell you more about her seaworthiness than could be said in thousands of words.

She is an East Coast, Salt Water Built Cruiser of a modern, round-bilge hull type; her carvel planking is mahogany or cedar; her ribs are steam-bent, white oak, one piece, from sheer to keel. That type hull was chosen for the 3-Cabin Flagship because generations of seafaring men have proven that it is the stoutest that can be built. It was chosen after Owens engineers and naval architects had carefully studied and tested hulls of every variety, including some war-born variations of conventional hulls, and found that no other hull was as seaworthy or as structurally correct as the round-bilge type.

She is remarkably steady and comfortable and the better freeboard and the wider flaring bow of her raised-deck design makes her

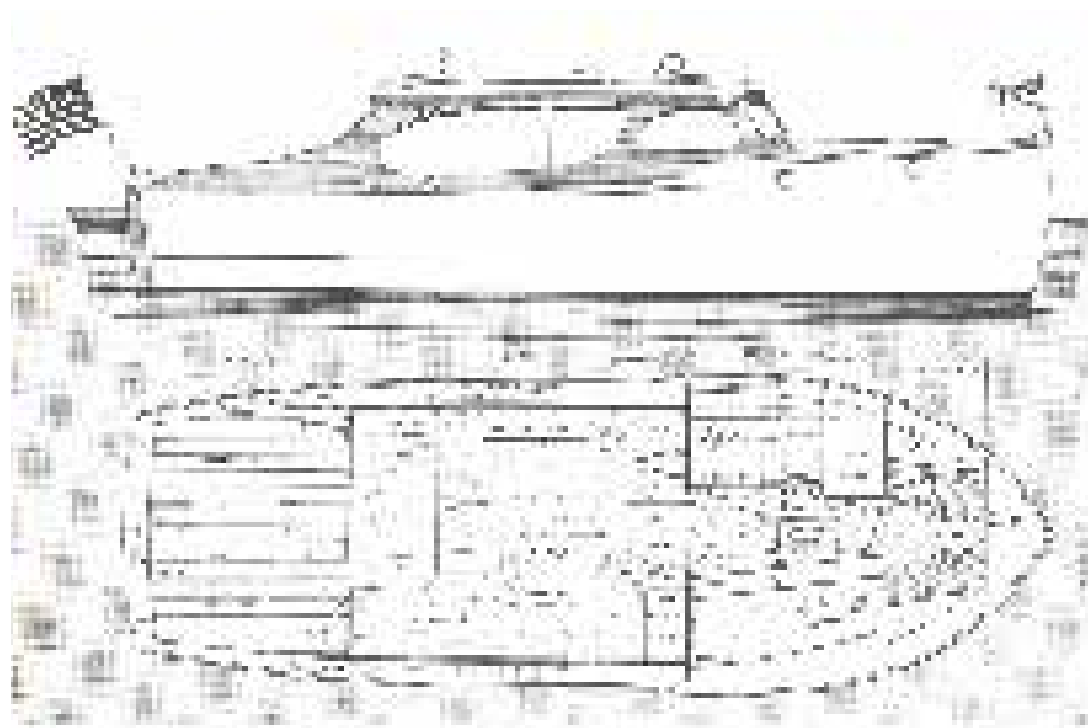
a drier boat than the trunk-cabin type—and gives her sharper waterline entrance sections. You can be sure that because of her hull shape she'll never send spine-shaking jars through you and your passengers. She'll rise quickly to the crest of oncoming seas and slice smoothly into their troughs ...and because of her very favorable beam-to-length ratio and exceptionally low center of gravity she has the maximum amount of stability.

From your place at the helm you will look out through the wide-vision windshield that permits you to observe wind and sea conditions port, starboard and forward. You'll handle her easily with dependable mechanical operating controls and find that her underwater design makes her easily maneuverable, and her quiet Uni-Twin engines give her power to respond to your every wish.

In design and equipment she's the safest boat afloat for you and your family, for the quality of her fittings equals the strength of her hull.

Her electrical circuits are heavily wired and fully fused. The fuel system is safely and properly installed, insulated against vibration and equipped with special fuel filters for added security. Her wide side decks, handrails, deckrails and her gently-crowned non-skid teak forward deck contribute to the sense of security you feel when you're aboard.





H I N T S : 1. H I N T 1
 H I N T 2. H I N T 3. H I N T 4.

1. $\frac{1}{2} \times \frac{1}{2} = \frac{1}{4}$ (probability of getting two heads)
 2. $\frac{1}{2} \times \frac{1}{2} = \frac{1}{4}$ (probability of getting two tails)
 3. $\frac{1}{2} \times \frac{1}{2} = \frac{1}{4}$ (probability of getting one head and one tail)
 4. $\frac{1}{2} \times \frac{1}{2} = \frac{1}{4}$ (probability of getting one tail and one head)

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Journal of Internal Medicine 247: 115–121

DE LUKE SEALS _____ \$1740

[illegible]

SPRING DISSEMINATION 3109

It is well known that the behavior of a system is described by the system's state space. The state space is a set of all possible states of the system. The state space is a set of all possible states of the system. The state space is a set of all possible states of the system.

TO: STATE OF NEW YORK _____ FROM: _____

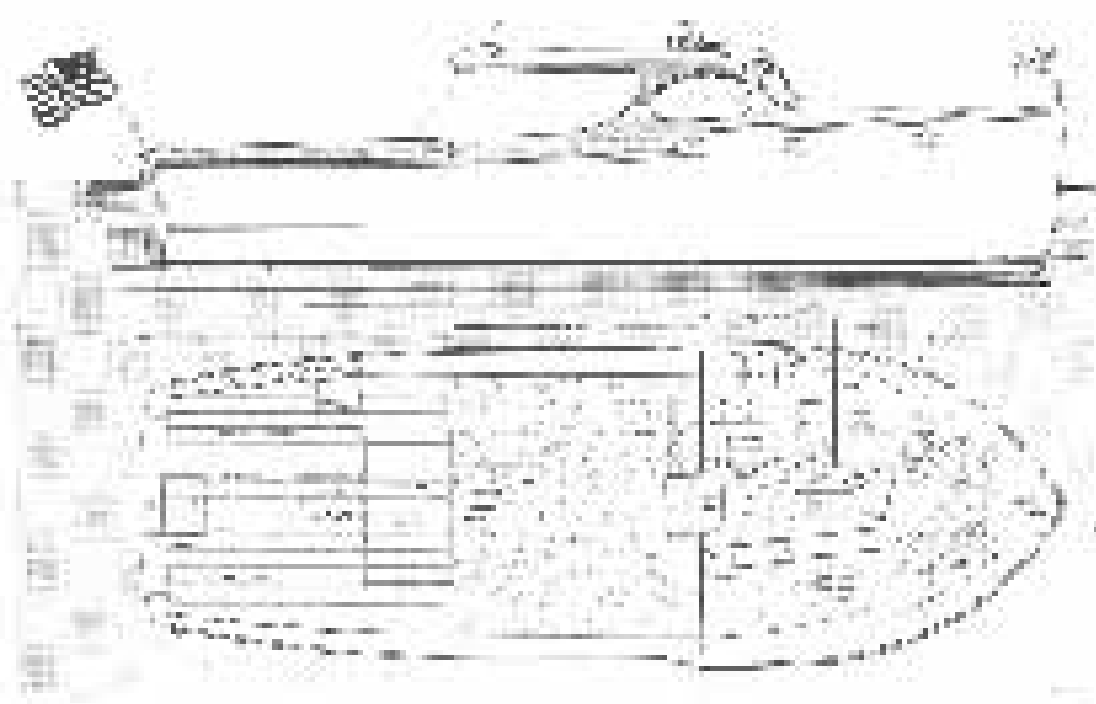
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SIXTH CRUISE 85841

the authors have modeled the system as a queue. The queue is assumed to be a first-in, first-out (FIFO) queue. The queue is assumed to be a first-in, first-out (FIFO) queue. The queue is assumed to be a first-in, first-out (FIFO) queue.

APPROXIMATE
ON DECK: 100%

1. The first step is to identify the problem. In this case, the problem is that the company is not meeting its sales targets.

[illegible]



25' SUPER-LITE - 25' motorboat with 100 hp. engine. 10' high bow, 10' high stern. 10' high transom. 10' high transom.



New **ALL NEW** 25th Anniversary Models



20' SUPER-LITE - 20' motorboat with 100 hp. engine. 10' high bow, 10' high stern. 10' high transom. 10' high transom.



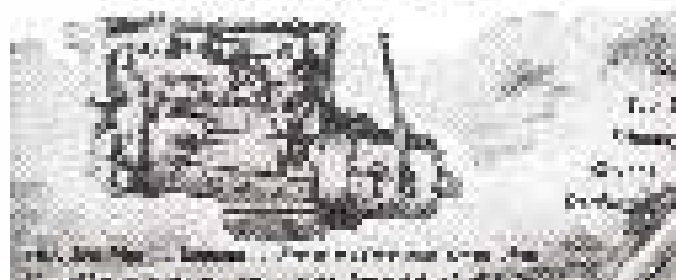
18' SUPER-LITE - 18' motorboat with 100 hp. engine. 10' high bow, 10' high stern. 10' high transom. 10' high transom.



16' SUPER-LITE - 16' motorboat with 100 hp. engine. 10' high bow, 10' high stern. 10' high transom. 10' high transom.



14' SUPER-LITE - 14' motorboat with 100 hp. engine. 10' high bow, 10' high stern. 10' high transom. 10' high transom.



12' SUPER-LITE - 12' motorboat with 100 hp. engine. 10' high bow, 10' high stern. 10' high transom. 10' high transom.



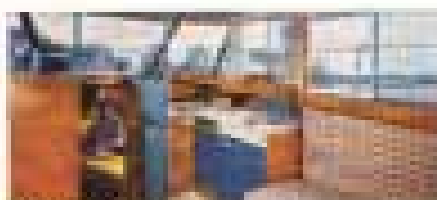
Luxury liner...complete with 'pool'



New '35' Flagship Cruiser, crowning achievement of Owens' **revolution** in boat building

Only from Owens . . . so much big-
yacht comfort per foot, so much
big-yacht luxury per dollar! Her
flying bridge has control station
in center, Pilothouse forward. Her
vast cockpit, wide walkaround
deck and finished bare-paint
railings, teak planking. Her bright,
airy, partitioned cabin sleeps 6 in 7,
provides complete galley, dinette.
Impressive full-size dressing room
with shower. Daintily flared hull
and trim of finest solid mahogany.
Powered by twin 220 h.p. flag-
ship Marine V-6 engines, she's
yours for \$60,000* delivered!
Owens '35' models from \$14,910*.
Owens Yacht Co., Inc., Baltimore 32, Md.

*Delivered prices for Owens and the
Marine are slightly higher.



GRANT WOOD OF THE Flying Boat Club
for greater efficiency and convenience. The
partitioned cabin offers maximum privacy.



OWENS' FLYING BRIDGE
is your command post.
Smart design provides
easy operation, safe
steering, docking, mooring,
completeness of view.

NOW you can
buy a new
Owens '35'
for \$250 a month!

OWENS

FLAGSHIPS®

THE OWENS 30'

On New Year's Day, January 1, 1937, Herman, our master finisher, was laying on the last coat of marine varnish to the mahogany cabin sides of the Owens thirty foot "Sedan Cruiser" Number 1. She was to be trucked to the Owens display at the New York Boat Show at Grand Central Palace Exhibition Hall to compete for a share of the pleasure boat market.

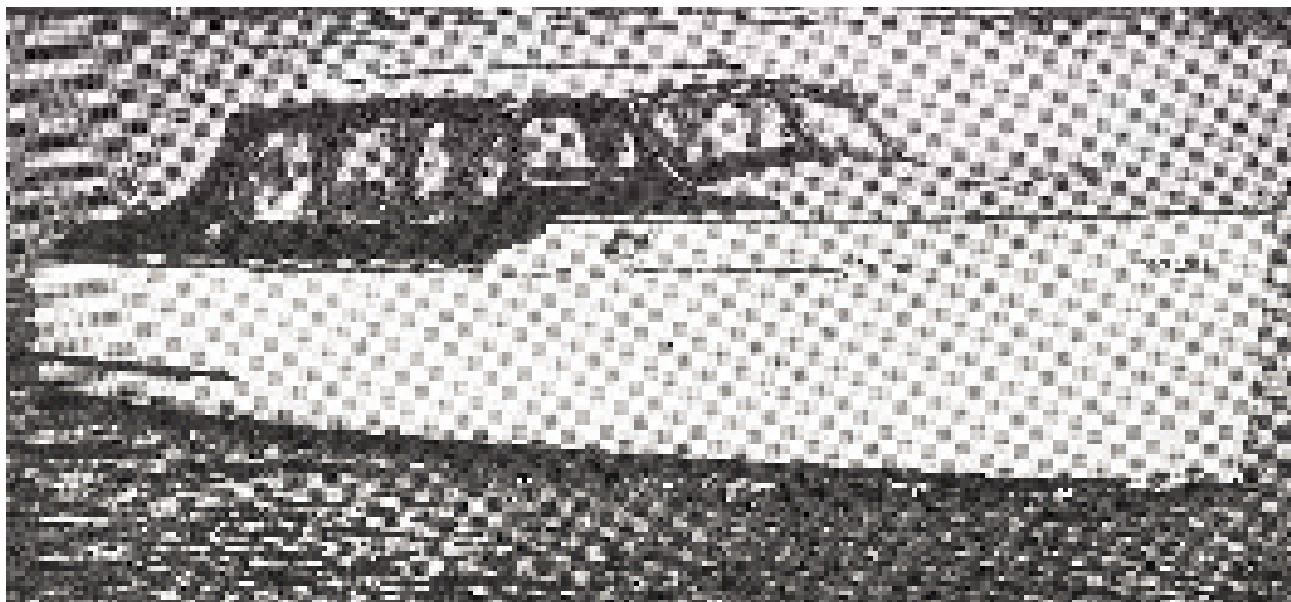
At this show, the buyers would be comparing her to the best boats that the boat industry could present, some of which were large established companies. A total of 30 companies were persented including; the Dodge Brothers of the auto fame, Elco, the submarine company, American Car and Foundry A.C.F. of Pullman car history. The Owens' were the "New Kids" on the block. Compared to the competition, we were young. Chuck was twenty-six years old and Norman was twenty-four and I was twenty-one years old.

The managers of the show required great persuasion and cash on the line to give us the space to exhibit. We were well trained by our father, who did the hard work in laying our foundation for seven years before he died in 1934. We were going to be successful or go broke. The boat was loaded on a truck rented from our supplier of oak timbers from Southern Maryland. Chuck and Norman drove through a snowstorm for two days to go from Baltimore to New York City.

At the show hall, the New York Teamsters did their best to intermediate and ask for bounty to have the boat in the show. This was par for the course, as we quickly learned. We got some rooms at the New York City YMCA for a week even though many of the exhibitors were staying at the Waldorf, which was closer.

The Owens 30 was a revolutionary design. All power cruisers seemed to evolve from sailboats with a trunk cabin forward and a cockpit aft, with a canopy top. This Sedan had a raised forward deck with a sleeping cabin for two, a galley and a head. Then aft, a Sedan cabin with large windows all enclosed with a steering station, chairs and convertible sofa.

She was strong, seaworthy and well finished. The boat was priced to sell in productin lots. She was an immediate hit and we gained several dealers in critical strategic cities with, "orders to build!"



The Owens 30' Sedan Cruiser, designed by the Owens family, was an immediate success of room for a boat of her size. The design of the deckhouse adds to her appearance.



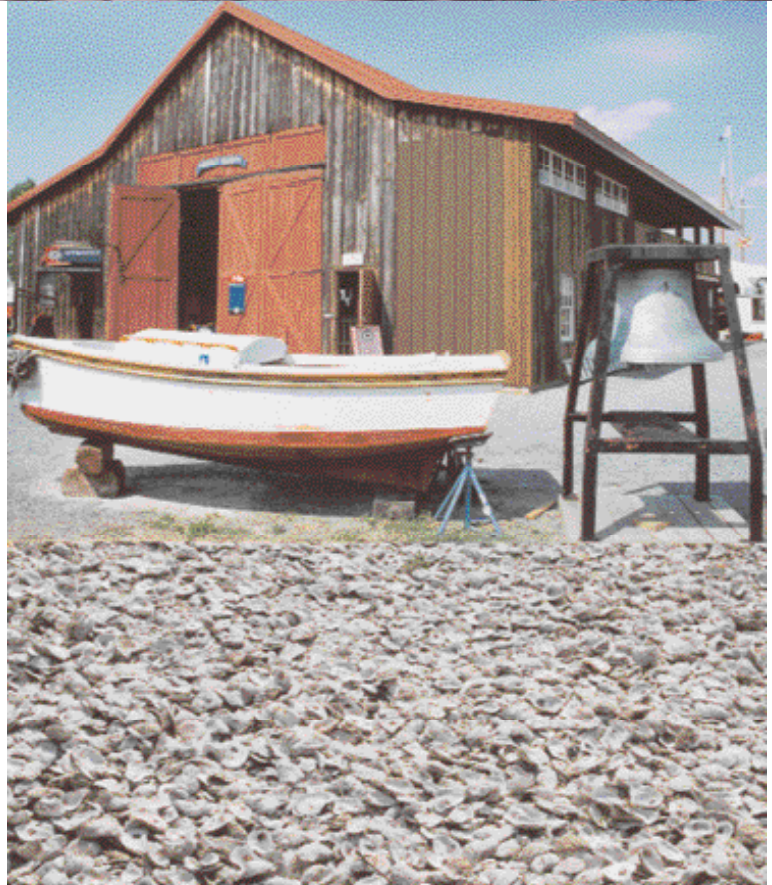
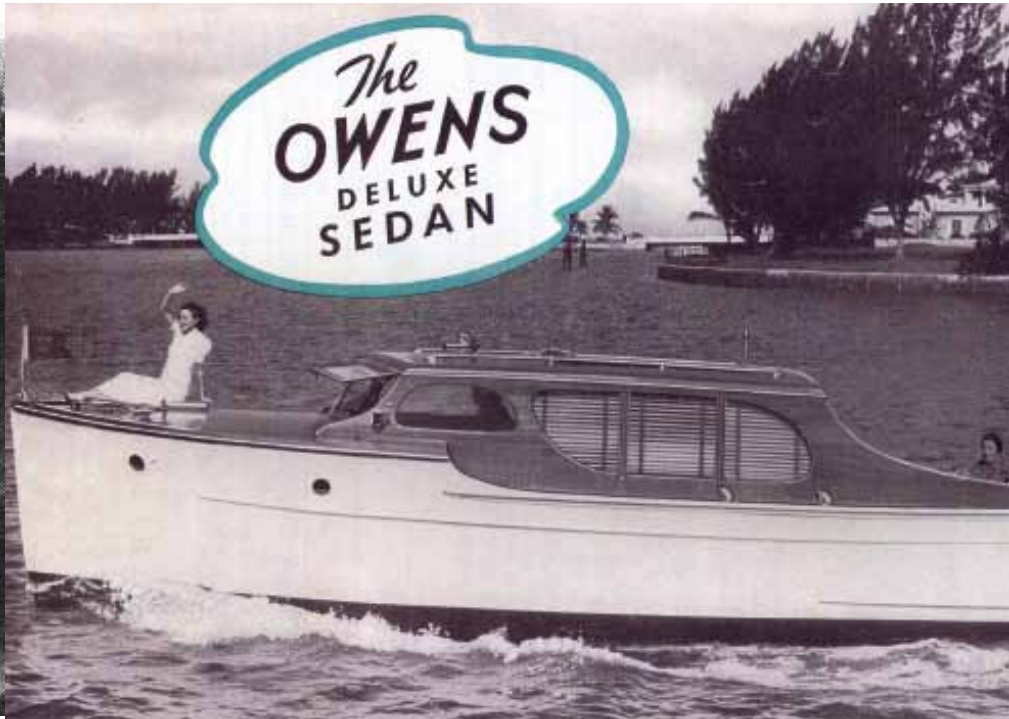
CHAPTER 8



1945 to 1950 - THE POST WAR YEARS

THE MODERIZATION BOOM

Building a Strong America



**NORMAN, JACK AND GOVERNOR O'CONNER
MARYLAND INDUSTRY MEETING - 1950**



**J.B. OWENS ACCEPTS
MARYLAND SAFETY AWARD FOR 1960**

POST WAR

We were informed by the navy that they would be tapering off war production until further notice. The war production board was worried about the end of the war and getting the industry back to normal products. There would be thousands of men coming home from the war and they will need jobs. We were fortunate to be a part of the effort to win the war with our war boats, but our love and thrust was to fulfill the goal of our Dad and become a major factor in producing pleasure boats to enjoy recreation on the waters.

We loved cruising and decided that the only boats we would build would be cruising models. For model No. 1 we decided that the most practical small cruiser should be about 26 feet to fit in a good galley, head and berths. We called it a one cabin boat. We wanted this boat to appeal to as many families as possible, so we tried to keep the cost low. We used marine plywood for the hull because it had proven itself as very durable as the basis for the landing craft. Model No 2, the next size, was a two cabin boat where the skipper and mate could have a state room for themselves. This was done with a 33 footer. The longer and heavier hull would allow the wider cruising range with a seakindly hull. They were made of solid mahogany as we had a direct connection with a Japanese lumber mill who made lumber to our high standard i.e. quarter sawn red luan the best in the Philippines. Model No. 3, the last step was a 42 footer where the owner had a very private state room and the hull and speed were capable of island hopping in the ocean.

Our pleasure time was always spent racing cruising sailboats, and it seemed a good production sailboat would sell. In the past, before Owens, when a big sailboat was built to order, it took two years to deliver. We planned about a two week delivery time. We also had a building for the limited production. We knew to carry out these plans we would need a new big plant for the 26's and 33's. We wished to enter a labor market not weighted so heavily in shipbuilding, as was, Baltimore. In Baltimore, we had the international shipbuilders union forced upon us during the war.



We liked the area around York, Pennsylvania. We became familiar with it by going to auctions at old furniture plants that had to close because of war production. My job was to find a suitable location. Our banker introduced me to a bank in York and I inquired about a location. They introduced me to an old York family who had land with rail. We bought 15 acres of prime industrial property. The first thing we did was put in a railroad spur because we needed it for delivery of plant construction materials.

We had hired a construction engineer to initiate changes in the production line to keep up with the war boats we were building. He worked for Norman and after the production lines were planned for the York plant, they designed the newest and most modern plant in the boat industry. I knew some people in the U.S. Steel in Pittsburgh and they supplied the armor plate for the landing boats. They said they could supply the steel columns and beams with fabricated plates for erection, but they could

not erect them as their bridge division was too busy. They gave me the name of a crane operation that could erect the steel. We did lots of business with Weyerhaeuser and they would supply the rafters of fir 3" by 12" by 24'. This plant had a huge tank (50' by 30' by 3') draft to test all hulls for leaks and with a rain sprinkler for cabin leaks.

I have always been careful to make certain we did not lose control of a good cash balance, as I knew many who didn't make it from lack of capital. I went to our bank and told them our plans. I

told them we were ready to go for the best, and would they lend us \$500,000. We had to sign a deed of trust to them for the plant if we did not pay. This plant was 300' by 700'. The largest in the industry. York is 50 miles from Baltimore and daily we sent a crew up to construct the building.

We thought that sales should be quartered in New York, where our ad agency was and our largest market. We got a showroom on Park Avenue with sales offices. Chuck moved to New York and Norman went to live in York to run the new plant. I was in Baltimore to ship all materials and to take care of finance and build the 42' and the cutter. We hired a top forman from Nevins, the premier yacht builder in New York, to supervise these yachts.

All went well until 1950. The Korean war came along and we were restricted from some materials which we needed. I was extra cautious about our finance and decided to pull back and sell one of the plants. The easiest plant to sell was the York location. I sold it to a big office school supply company who loved it. We doubled our money on the sale and had no more money problems again. Once again, we all were in Baltimore and we had built a new facility on our land to make boats for a changing market.



Almost all of the manufacturing facilities in the USA were busy building war material from about 1941 to 1945. At the beginning of 1945 the War Production Board was aware that the war would end soon.

The government was now worried that businesses wouldn't be able to change over to civilian production fast enough. They were concerned there would be large unemployment especially since the soldiers would soon be discharged. They set up a department to aid these companies return to normal employment. We were contacted near the end of 1944 and informed that our war building of Rescue and Landing boats would terminate and to prepare for post war business.



WHARTON CENTER BUSINESS SCHOOL

It has always been more interesting and challenging to make your own markets and build for it. Whenever we had spare time our thoughts were about the future of the company and what boats the public would want to buy. Most of our dealers were also anxious to start again.

In early 1945, an officer of the Navy and a man from the War Production Board called to stop over and discuss the future. In the meeting, they said that they were sending executives of many companies to business schools in all areas of the country to be prepared for the change to civilian economy.

They wanted someone from our company to go to Wharton in Philadelphia for the course. We decided I should go. It was great fun for me to be back in school. Here we were educated on a "learn" as you wish basis. They started with product planning. Then we took on accounting. I began to understand that the art of business can't be taught by books.

Wharton taught us that most firms followed the basic principles. Trick accounting had not yet been developed. They did emphasize the prime importance of cash flow, my favorite. After that, an advertising man came in and extolled the importance of this art.

At the beginning of the second week, the Professor told us to write a thesis on the essence of a successful business endeavor. I thought this was a good project and I worked on it religiously. To summarize my paper I thought of the process we went through to build our company. I call it the five P's, as acronyms.

1. P FOR PRODUCT: You need a product that people want. Do this with research.
2. P FOR PRODUCTION: Have the facilities to make the product.
3. P FOR PROFIT: Must be able to sell it for a profit.
4. P FOR PROMOTION: Your market must know the product.
5. P IS OPERATIONAL "PROBLEM SOLVING.": Here is the "test" of a good manager.

Thus, I got my M.B.A. in two weeks. The association with other executives was a great experience. All were eager executives anxious to get their companies back to civilian products on a profitable basis.



Crewed "Brigantine", '35' Sport Fisherman, is a twin engine craft expressly designed for rugged open water fishing. Its FLIP (full-length dihedral) hull speeds you to your destination in comfort and it provides much less roll than round bottom hulls. The "Brigantine" sleeps five on lounge-seats amidships and double bunks in the forward stateroom. Equipped with a complete galley, enclosed head, and ample storage space. An aluminum and glass bulkhead to enclose the cabin, and a fly bridge assembly are optional at extra cost.

'35' SPORT FISHERMAN

THE "BRIGANTINE" '35' SPORT FISHERMAN



SPECIFICATIONS

Sleeping Capacity	5
Length (Centerline)	34'7"
Beam	12'1 1/2"
Draft, Maximum	33"
Foreboard	
Forward	4'10"
Aft	3'10"
Transom	
Height from Waterline	3'10"
Width	9'5"
Deckhouse	
Length from Windshield to	
Aft End Cabin Top	13'9"
Length from Forward Bulkhead to	
Aft End Cabin Top	10'
Width Window Trim	8'
Headroom	6'3"
Forward Cabin	
Length	9'10"
Width	9'6"
Height	6'1"
Cabin Top	One-piece Fiberglass
Cockpit (Teak) Length	8'6"
Forward Deck	
Hatch	All Metal (Aluminum), Navy Type
Opening	18 3/4" Dia.
Forward Deck Length	6'11"
Power Plant	Twin-Screw 185 H.P. Flagship
	Marine V8's with Reduction Gears
	and Hydraulic Reverse Gears
Electrical System	12-Volt
Fuel Capacity	160 Gals. Monel Tanks
Bottom, Double-Planked	Phil. Mahogany 3/4"
Lapstrake Hull Sides, Duraply	3/4"
Outer Keel, Mahogany	2 3/4"
Frames, Crossmembers, Mahogany	3/4" x 1 1/2" x 3 1/2"
Engine Compartment Deck Hatches	Metal-bound
Fresh Water Capacity (Alum. Tank)	50 Gals.
Fastenings	Bronze or Brass
Engine Mounts	Rubber
Full Length Engine Beds, Mahogany	2 3/4"
Rub Rails	Stainless Steel
Hand Rails	Stainless Steel
Hardware	Stainless and Chromium-Plated on Brass
Shut	Manganese Bronze
Rudder (Balanced Type)	Manganese Bronze
Steering, Anti-backlash	
Rod, Mechanical Worm, Spindler Gears	
Shaft	1" Monel
Shaft Log	Bronze, Self-Aligning
Side Windows	Safety Glass
Side Window Runners	Stainless Steel
Windshields, Cabin	Nylon Insert
Controls	Safety Glass
Propellers	Cabin
	Size Subject to Change
Approximate Shipping Weight	12,050 lbs.

See your Owens dealer for brochure showing complete line of Owens approved accessories.

STANDARD EQUIPMENT

Safety glass • One-piece Fiberglass cabin top • Water tank filled from plate on side deck
Hand hole deck plates for gas shut-offs • Shut-off cocks on all openings below waterline
"Hideaway" 2-burner, quick start Alcohol Stove • Cabin lights • Bow casting • Mooring bitts
(2.5 in.) • Spring line cleats • Mooring bitt—6" • Cushions, poly-foam • Convertible lounge-
sofa, vinyl-covered poly-foam • Electrical System, 12-Volt with Alternators • Dockside, 110-volt
Fire Extinguisher • Handrails, cabin top and walk-around • Electric dual trumpet horn • Panel-
ing between frames • Tachometers • Ammeters • Oil pressure gauges • Water temperature
gauges • Fuel gauges • Battery indicator gauge • International navigation lights, chrome • Elec-
tric bilge pump • Electric bilge blower • Complete galley with extra large sink • Stove and sink
area, covered with high pressure laminate • Refrigerator doors, stainless steel with safety
latch • Forward hatch, all-metal Navy-type with deadlight • Marine toilet • Wash basin in
head • Engine compartment, sound insulated • Engine compartment vents, epoxy-coated alum-
inum • Anchor • Anchor lines • Life preservers • Paper holder • Towel bar • Soap dish • Vanity
mirror • Windshield wiper, electric, cabin only • Garboard drain plug • Ball, chrome • Stern
flagstaff • Hydraulic reverse gear • Long-life batteries • Stem-band, stainless steel • Sheer
brim rub molding, stainless steel • Bow safety rail (pulpit), side deck stanchions, stainless
steel cable • Mufflers and exhaust diffusers • Headlining, interior cabin top • Monel shafts
Monel gas tanks • Pressure fresh water system • Wormshoe keel protection • Solid mahogany
steering wheel, cabin • Electric windshield wiper in cabin • Wood control station in cabin
Teak foredeck and walk-around • Teak cockpit • Seat on forward deck • Thru hull vents • Cock-
pit steps.

OPTIONAL EQUIPMENT (Factory Installed)

Ground plate • Converters, 20 amp-30 amp • Cigar lighter • Extra windshield wiper • Transom
platform • Fresh water cooling • Depth Indicator, DI-5 • Depth Indicator, Transcendary • Back
Drop • Compass • Standard or deluxe helm seat • Swim ladder • Electric toilet conversion
Zinc, shaft collars • Zinc rudder protector • Transistor ignition system • Electric anchor
windlass • Radio ignition shielding • Transmission safety switch • CO₂ system • Canopy
(Flybridge) • Fighting chair • Outriggers, 20' • Rod holders.

CRUISE PACK #2

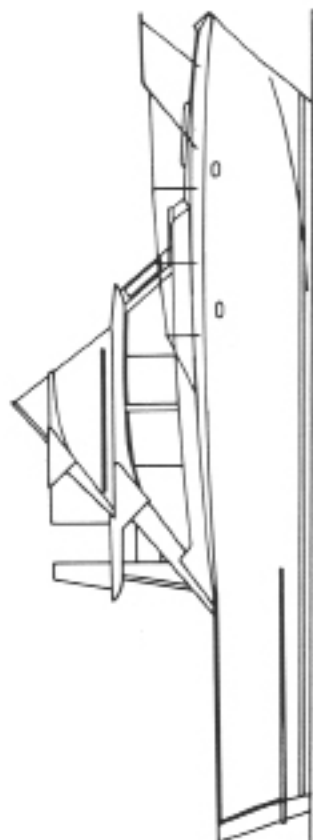
Electric Refrigeration. (Includes 30 amp Converter and 240 amp HR Battery Pack.)

CRUISE PACK #3

Convertible bulkhead for enclosing cabin (with draperies).

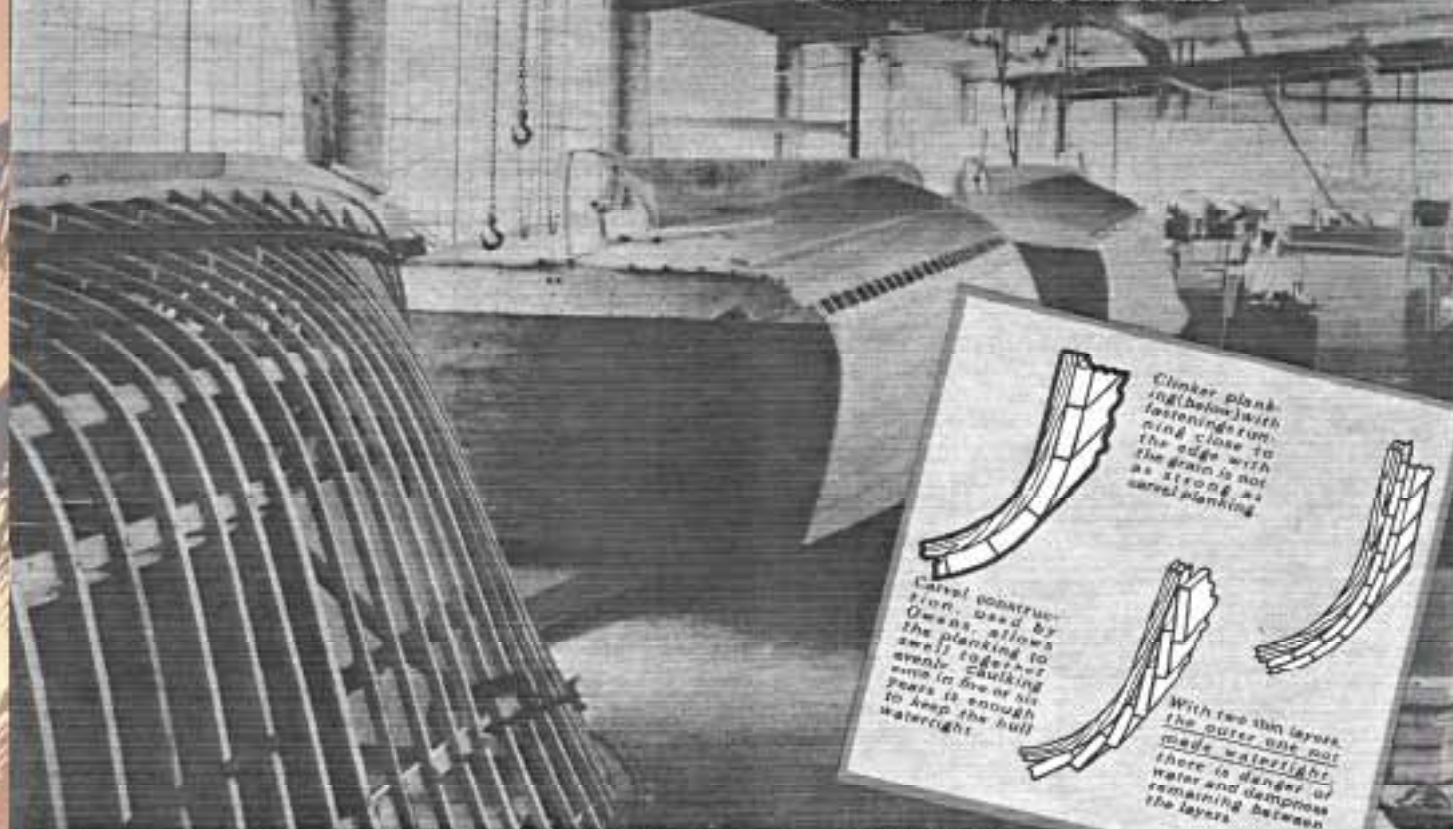
CRUISE PACK #6

Blue Trim Fiberglass Flying Bridge Assembly includes non-magnetic wheel, non-slip safety
strip treads, stainless steel ladder with teak treads. Full controls.



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CHANGES AT ANY TIME WITHOUT NOTICE. IN PRICES, COLORS, MATERIALS, EQUIPMENT, SPECIFICATIONS
AND MODELS, AND ALSO TO DISCONTINUE MODELS.

Sound Hull Construction Pays Out in the Joy of Ownership and Protection for Your Investment



Owens cruisers in the first two stages of construction as they start their progress along the 1,000-foot assembly line. The hull in the foreground is framed, the second planked except for the shutter. Note the stability of the moderately flat, buoyant after sections. This means speed and performance, as well.

ONE of the many valuable lessons Owens learned during years of building all kinds of craft is this: For rugged dependability, long life, and lasting value no finer boat specifications exist than those calling for white oak, steam-bent frames, mahogany and cedar planking and bronze fastenings. There is no better type of construction!

Today, Owens is again building boats that will be a joy to own—boats that will give you years of pleasure and have a ready resale ten, twenty, or even more years from now.

Owens engineers have carefully studied all materials suggested for boat building and only those of the highest quality go into the Flagships. For example, Owens pays a premium for good sized, young, white oak trees. Selected sections of these trees are used for framing. Each timber is carefully sawed so that the grain runs parallel with the edges being bent. Frames are spaced close together and extend from the deckline around each side of the hull in one-piece lengths to the keel where they are strapped across and bolted through the floor frames and keel. Built-up sawed frames and chine corner construction, the experienced

yachtsman will tell you, is not for boats of this class.

The experienced yachtsman also knows that the correct form of planking and the choice of wood for planking is an important factor in strength, durability, and protection for your investment.

The Owens 3-Cabin Flagship is carvel (smooth) planked, laid fore and aft, and carefully rabbetted into stem, keel and transom.

Only by this method does each plank give edge "girder" support to planks above and below it, creating a type that is waterproof and pressure equalized throughout its girth. Planking strakes on the Owens are approximately 4½ inches wide—exactly the right width for maximum strength.

All wood that goes into the Owens is given two applications of the best preservative material—a further safeguard against deterioration.

Another feature of the Owens 3-Cabin Flagship is the use of an inner skin of marine laminates to reinforce the hull. Owens engineers perfected this method of hull construction and thereby made an important contribution to sci-

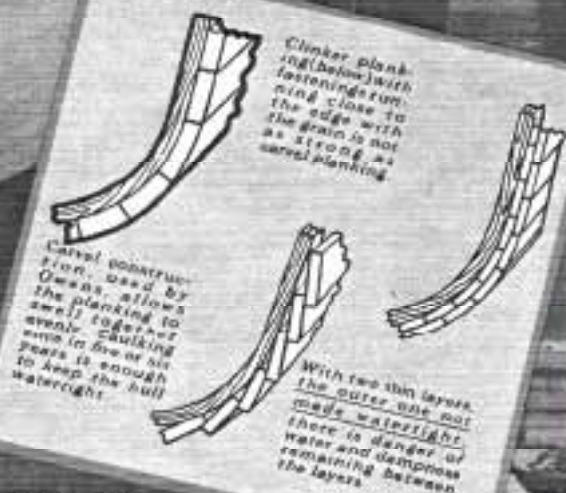
entific hull design for it eliminates the "hogging"—the drooping of the bow and stern.

Earlier type hulls all had a tendency to "hog" after years of hard service. Owens applies a layer of marine laminates diagonally from keel to deck. The laminates, with grain structures that run at right angles to each other, form a continuous X-like bracing over the entire hull.

Long, proper thread count, non-corrosive Everdur screws fasten the mahogany planking and the inner skin to the white oak frames, and the inner skin and planking are bonded together with marine glue and screwed from the inside-out as well.

Neither the inner layer or canvas between the layers is used to make the hull watertight—for no water seeps through the outer watertight mahogany planking.

As a result of this careful selection of the highest quality materials, and of time-proven construction materials, the Owens 3-Cabin Flagship will grow old gracefully... there is no reason why, given proper care, such a boat should not last a generation or more.



OWENS NEWS WAVE

Owens
Franchised
Dealers

Sealing Compound

Owens Yacht Company, in cooperation with one of the big Chemical Houses in the country, has developed a new double planking and sealing compound which is a great improvement over previous compounds.

Prior to the development of these compounds, all products for this purpose were made from organic natural-type oils which have three serious defects: 1) they dry out or oxidize, leaving voids for leaks; 2) they promote and encourage the growth of natural fungi; and, 3) they have no inherent strength.

This new compound is a Bana S base, emulsified in water with a 2% addition of Pentachlorophenol. It is cream-colored and the consistency of heavy paint. When used as a double planking compound or a seal between cabin and deck, its usual properties are: 1) it makes a watertight -- permanent -- non-drying -- non-oxidizing seal that prevents leaks; 2) it adds additional preservation to the wood joints at a point where preservatives are most needed; namely, the junction of two pieces of wood; and, 3) it has a built-in adhesive strength of over 1,100 pounds per square foot.

Yachtsmen will find this material will greatly increase durability and livability of boats on which it is used.

This is another example of the quality which goes into "the hidden places" in Owens Flagships!

Owens **NEWS WAVE**

Owens
Franchised
Dealers

Cruiser Cabin Construction

[An important -- but often overlooked Owens Quality Feature]

You hear us talk from time to time (it should be more often) about how a boat should be built and how Owens follows the traditional and time-tested methods and materials to give longer boat life.

We are going to describe a method of construction that is not at all evident from a casual observation of a boat. As a matter of fact, only real experts will recognize it. This detail will add many years to the life of the boat at the cabin trunk (where the cabin is joined to the side decks).

Most people think all cabins are fixed or fastened to the hull or side decks of the boat in the same way by all builders. This is not true. The easy way to do it is to fit the cabin sides INSIDE the side decks and fasten the cabin side to the side deck, making an open vertical seam at that point.

What happens is that water gets in this seam -- lays there -- and, in time, deterioration sets in right at the junction of the cabin side and deck.

All Owens' new models are built differently. The side decks are made wider and extend into the cabin. The cabin unit (sides and top) is placed on top of the side decks and the deck is fastened to the cabin sides, making a horizontal joint -- allowing outward and inward.

In this way, no water can get through the joint because it won't run uphill. All the old Seacoast builders always built their cabins in this manner.

To our knowledge, Owens is the only builder doing it today!

This type of construction gives longer boat life!

An Owens truly is -- "Worth more when you buy -- worth more when you sell!"

Owens NEWS WAVE

Owens
Franchised
Dealers

All-Mahogany Cruisers

Another example of the care Owens takes in controlling specifications for its boats will probably interest you.

We are the only yacht builder who is specifying all-mahogany construction. This includes frames -- chines -- sheer clamps -- cabin sides and covering boards. We use selected -- solid -- quarter-sawn -- ribbon-grain -- moisture-controlled -- rich -- reddish-brown Philippine mahogany.

All our plywood is Weidwood Philippine mahogany.

This means tremendous advantages to you and your customers. Look inside the cabin of an Owens and you will see an all-beautiful, natural-finished mahogany "room". Exactly like the finest yacht interior finishes of all expensive and custom, sailing and cruising yachts.

Experienced sailors want to see a natural finish, not only because it is so beautiful, but because they can see every detail of workmanship. Paint will cover a multitude of sins that varnish will not. In addition, you will not have to refinish the interior for years. It does not show dirt or scars. It does not fade. It does not chalk.

Also, we are the only builder who offers a natural-finished exterior hull (on 28s, 31s and 35s). We only use selected solid planking and we are proud of the excellent workmanship fit of each plank and every screw hole. See with your own eyes how every plank is put in. This would cost a thousand dollars extra with other builders.

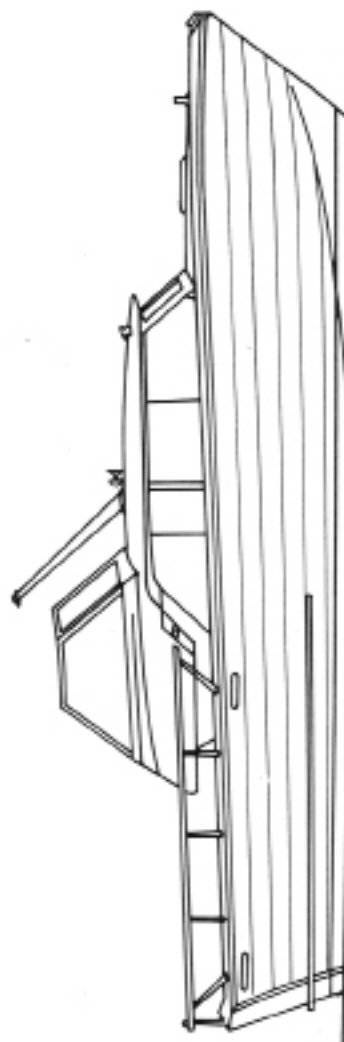
We know you'll agree this information should be given to every prospect for an Owens Flagship.



'30' SEA SKIFF EXPRESS

You can forget your car on Owens' "Seafarer" '30' Sea Skiff Express. Here's a perfect boat for "getting away from it all." It sleeps six in comfort and offers the maximum in size, quality and accommodations at a remarkable price. Its rugged Duraply lapstrake construction is strengthened by a solid mahogany, double-planked bottom. And, it is powered by reliable twin 185 hp Flightrig

THE "SARACEN" '30' SEA SKIFF EXPRESS



SPECIFICATIONS

Sleeping Capacity	6	Bottom, Double-planked, Phil. Mah.	3/4"
Length (Centerline)	30'5"	Lapstrake Hull Sides, Duraply	1/2"
Beam	10'10"	Outer Keel, Mahogany	2 3/4"
Draft, Maximum	24"	Frames and Crossmembers,	
Freeboard	49"	Mahogany	1/2" x 1 1/2" x 2 3/4"
Forward	49"	Engine Compartment, Deck Hatches Metal Bound	
Aft	36"	Fresh Water Capacity (Alum. Tank) 20 Gals.	
Transom	36"	Fastenings	Brass or Bronze
Height from Waterline	36"	Engine Mounts	Rubber
Width	10'2"	Engine Brds., Mahogany	2 3/4"
Cabin		Rub. Rails	Stainless Steel
Length	10'9"	Hand Rails	Epoxy-coated Aluminum
Width	7'6"	Hardware	Stainless and Chromium-Plated
Headroom	6'2"	Rudder	Manganese Bronze
Cockpit—Flush Decked, no Engine Box		Strut	Manganese Bronze, Vee-Struts
Length	10'8"	Shaft	1" Bronze
Rail Height from Deck	29"	Shaft Log	Bronze, Self-Aligning
Covering	Vinyl-covered plywood	Side Windows	Sliding Type on Molded Plastic Track
Forward Deck Hatch	Al-Metal, Aluminum	Windshields, Cabin and Bridge	Ventilating
Opening	18 3/4" Dia.	Type in Anodized Aluminum Frame	
Height	10'5 1/2"	Power Plant	Twin 185 H.P. Flapship Marine V8's w/Hyd. Rev. Gears
Fuel Capacity (2 Gal. Tanks)	96 Gals.	Propellers	Bronze, Size Subject to Change
		Approximate Shipping Weight	8,000 lbs.

STANDARD EQUIPMENT

Fingertip controls • Hydraulic "Smooth-ride" reverse gear • Vinyl-covered cabin top • Stainless steel bound cockpit hatches • Fuel shut-off cover plates over gas tanks • "Hideaway" 2-burner, quick-start Alcohol stove • Bow casting • Cleats and mooring bitt • Fire extinguisher • Bridge and cabin safety glass windshield, ventilating • Hand rails on cabin top • Electric horn • Complete galley • Extra large stainless steel-rimmed porcelain sink • Stove and sink area covered with high pressure laminate • Ice box doors with safety latch, Panflex covered • Chrome & Mahogany ship's wheel • Aft cockpit deck, easy-maintenance vinyl-teak over 3/4" plywood • Vinyl-covered panels over frames • Stern band, stainless steel • Shiver trim rub moldings, stainless steel • Aft cockpit, mahogany-capped rails • Fiberglass control station • Vinyl-covered aft cockpit side panels • Foredeck and side decks, teak-faced plywood • Aluminum vents in engine compartments • Headlining, interior cabin top • Long-life batteries • Mast, stainless steel • Water tank, filled thru deck • Shut-off on all openings below waterline • Cabin lights • Convertible dinette with vinyl-covered poly-foam cushions, converting into double berth • Center berth fill-in • 12-volt electrical system with Alternators • Ampere gauges • Oil pressure gauges • Temperature gauges • Fuel gauges and tachometers • International Navigation lights • Forward hatch, Aluminum Navy type with deadlight • Marine toilet • Wash basin in head • Paper holder • Towel bar • Soap dish • Fresh water system • Shipping cradle • Fully-carpeted interior • 2 hanging lockers • Cockpit steps • Easy-on gate openings • Thru hull vents.

CRUISE PACK #1

Bow Pulpit and side deck rails • Electric bilge pump • Electric bilge blower • Electric windshield wiper • 110-volt dockside.

CRUISE PACK #2

Hardtop.

CRUISE PACK #3

Electric refrigeration. (Includes 30 amp converter and 240 amp Hr. Battery Pack.)

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See your Owens dealer for brochure showing complete line of Owens approved accessories.



MATERIAL INVENTORY CONTROL

The names of the parts of the structure of a boat are leftovers from the old English terms from the days of the old warships that they made in Europe from the 10th century and maybe further back in history. Such colorful names as; knees, forefoot, garboard, stem, keel, transom, ribs, chimes, stringers, toerail and many others wear the jargon of boat-builders and designers.

We soon realized that the workers we were hiring at our new Baltimore plant would never be able to respond to learning the names of the pieces of a boat used in the past, so we created another novel method of identification by referring to all parts as a relative of the major assembly that it was apart of.

This is called the “dewey decimal classification” and was starting to be used by the larger manufacturing companies so that they could keep all parts ready for assembly. The system was started in the libraries. It was never used in boat building because there was not the need for parts being made in larger numbers. We were starting to require that other parts we bought and used universally, such as, bolts and screws were also given a code number. The code number’s helped because many of the

people working did not know a lag bolt from a carriage bolt and there was no need for them to know.

As the assembly instructions, from a notebook, were given to the foreman he called for a number that was on the bin near the parts. His men, who were assembling these numbers, were sent to the purchasing department. They, then, entered on records showing how many were needed on each model. The purchasing department was given the number of models to be built per month. Then they would know how many parts to order from the suppliers and when the deliveries should be made as the actual weekly production was reported by model. A reduction was made, if necessary, to the record as we carried a running inventory of all parts at all times.

The practice allowed us to keep our inventory under constant control. When you are moving boats along an assembly line, you can't get material from the local distributor and you can't pull the model off the line and shunt it aside. All other builders built boats in batches, so they had the room and a time to stop work and wait for material. Our system, which is common in most manufacturing today, was unheard of in the boat business in 1939 and of course resulted in much greater efficiency.

About the same time, we started to get errors in our accounting system and were often pressed for time to deliver the payroll to the employees on Friday quitting time. I asked IBM to come in to see if we could simplify the process. They became very interested in our operation as a model for applying computers to the manufacturing processes.

IBM had the payroll procedures in their retinue with punch cards and time cards with the old slots to indicate hour's worked. We then ran them through a mechanical machine full of wires to solve the payroll problem. I asked them to see if we could put our material control on the machine. It took several clerks full time to keep these records by hand and often they were inaccurate. They sent their processing research men down from New Jersey because they knew that all businesses had a terrible time trying to keep inventory records. They also knew they could use it in the retail food industry and for other store records.

They sent us a new machine, which took up half of the room we were using, and these machines were not quiet. They also put a man on their payroll to see what could be done with the machine. We started with a small number of items and kept dual records in the beginning. This procedure turned out to be a slow process as the machine was always blowing a tube or the wires needed repairs. There were so many wires on the machine that I considered the technician a genius to keep it running.

The whole computer project slowed down during the war and we only used it for the payroll. **I really believe that we were helpful to IBM in developing inventory as a goal for computers.** This process was not really developed until they could condense the machine with semi conductors and speed up the working of the data, which came much later. We did get a machine from them for accounting in 1948. The machine distributed the accounts paid through the checks to the appropriate ledgers. A big step forward for simplification and accuracy in accounting.

The entrepreneur of today has such an easy time. He does not need to know much about accounting to keep good records. All he needs is a check writing computer and some software and he can keep the books. When we started, we had to do everything by hand.



The Secret of Owens Value
STRAIGHT LINE PRODUCTION
with only one model on each production line!

Well before the war, Owens pioneered straight-line production methods by concentrating on one model only. Today, four great production lines, each 3 city blocks long, help speed deliveries of the four fame-winning Owens post-war models. Each line is manned by engineers and craftsmen specially trained to build just that boat. Result: Unexcelled workmanship

... plus tangible savings which are passed right along to the buyer's pocket! The 2-Cabin Flagship and 1-Cabin Flagship stem from the largest and most modern boat-building plant in the world. The 3-Cabin Flagship and the Auxiliary Cutter are delivered from the main Owens plant, on the Chesapeake Bay at Baltimore.

You can't beat an **OWENS** for liability and sea-ability

MODERN MACHINES

In Annapolis I think we had an old, old planer that was run by old flat leather belts that could plane a rough piece of lumber about 15" wide. Also we had a band saw which is made to follow irregular curves. This is an essential tool for boat builders as there are not too many parts of a yacht that are square or rectangular. As a matter of fact, as a young boy, I remember the men our dad hired as boat builders, working in the shop using an "adz" to form the parts of the stem and keel. This tool is very, very old and was a great companion of the axe. One cut the wood vertically; i.e., the axe and the "adz" cut the wood, horizontally. The men would spend hours shaping the angles of the stem of a boat which varies from the deck to the keel. They really were artists. We knew we had to change that practice. The furniture industry had developed a machine called, appropriately, "a shaper". This tool would produce a shape of complex angles following a pattern. We needed many of these machines. We knew the only way we could make a difference in this business was to apply the most modern technologies available for every craft needed to build boats. **None of our competition was employing modern methods that were used in similar industries.** We decided to seek perfection in the processing of all phases of the many crafts needed in the building boats and the engines. One of the pleasures of our quest was that you never got bored because there was always some new tool or machine that was developed for all the crafts we employed.

All through the 1930's many companies found it hard to stay alive. One of these was the furniture industry. We needed many wood working machines to keep up with all the pieces of wood we needed to make for each boat. As I remember, there were about 2000 different pieces needed for even a 25 footer. Each part of the boat was developed as a pattern and cataloged by a reference number in digits to fit an assembly.

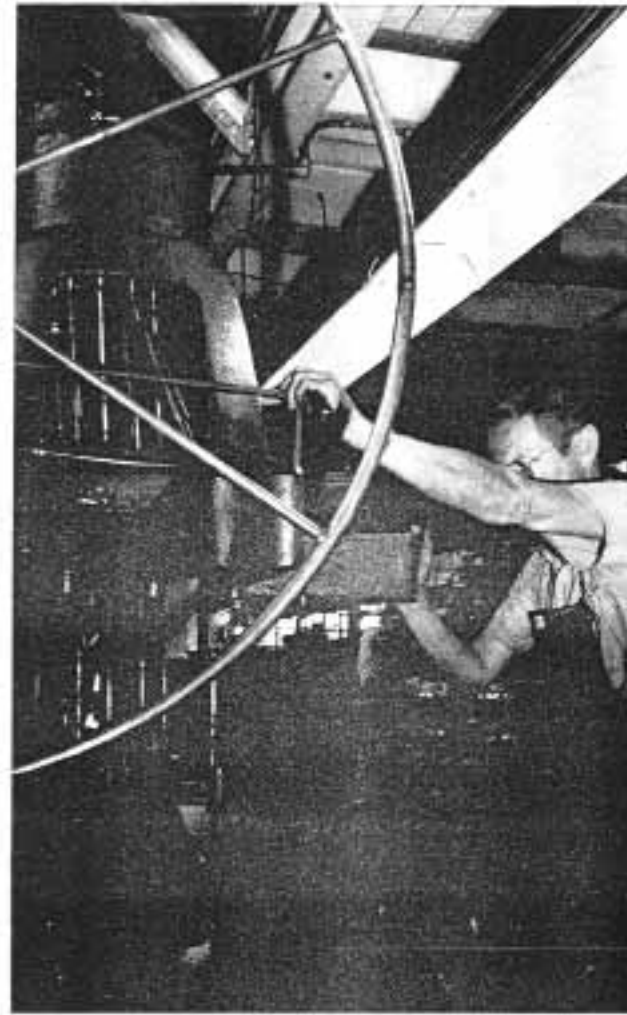
As I started this discourse, the wood working companies were going broke because of the depression and the onset of World War II. There were failures and many auctions in this industry and Norman and I would attend the ones close by Baltimore. They had many machines needed to complete our needs in the wood processing mill. We were impressed at the efficiency of some of these companies. It was sad to see that they could not succeed. One of them used every chip of wood to fire a boiler to provide the energy they needed for the factory. We were processing thousands of "board feet" of lumber an hour and could not dispose of the wood chips the machines were throwing off. After this trip, we knew what we should do to dispose of our wood fall off!

We set out to develop an extremely efficient wood mill scrap collection system that would capture every chip and scrap that was not usable and send it to a huge steam boiler to provide energy for the electric and air needs on the production line.

We developed, with the aid of some of the air handling companies, a great vacuum system at each wood machine to suck the refuse to a large circular conveyor located in ceilings of the plant, which carried the wood chips and pieces to the steam plant by a chain belt.

There it fell by gravity into the steam fire tube boiler and burned as it fell making a very efficient fuel. It was really a marvel to see these chips burn as they fell with intense heat and complete combustion. To use the steam energy we bought a generator run by steam just like the ones used by the electric companies. Our electric costs had been huge because we used so many motors in the factory; Each machine had one or more electric motors to control the knives shaping or planing the parts.

After this installation, at times the electric company allowed us to send any excess energy back to their power lines and gave us credit. We started to use many hand tools powered by air as it seemed to better control the tolerances necessary for good fitting joints. So we had power air lines throughout the departments. To give them energy we had a steam air compressor installed in the power house to help use the wood we were burning.



In marine engine field since 1945, Owens uses special machines, above, to finish castings. Precise milling of a rear engine housing is shown below.

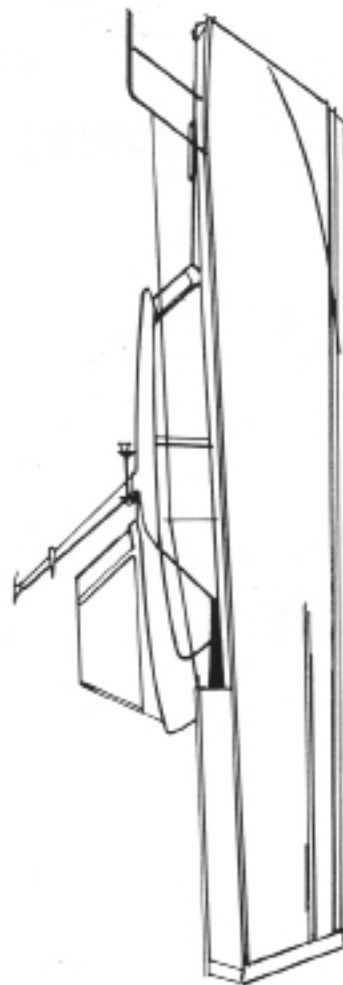




'30' YACHT EXPRESS

Owens' "Barbados" '30' Yacht Express offers boating luxury at a minimum of cost. This twin-screw, six-sleeper has solid mahogany double-planing for added seaworthiness in all waters . . . under all conditions. The color-coordinated interior is this remarkable boat abounds with quality features that contribute immeasurably toward enjoyable cruising.

THE "BARBADOS" '30' YACHT EXPRESS



See your Owens dealer for brochure showing complete line of Owens approved accessories.

SPECIFICATIONS

Sleeping Capacity	6
Length (Centerline)	30' 4"
Beam	10' 6"
Draft Maximum	24"
Freeboard	
Forward	49"
Aft	36"
Transom	
Height from Waterline	36"
Width	10' 2"
Cabin	
Length	10' 9"
Width	7' 6"
Headroom	6' 5"
Cabin Top	One piece Fiberglass
Cockpit, Flush decked teak, no Engine Box	
Length	10' 8"
Rail Height from Deck	28"
Forward Deck	
Hatch	All Metal (Aluminum), Navy type
Opening	18 1/2"
Electrical System	12 Volt
Fuel Capacity (galvanized tanks)	96 Gals.
Bottom	Double-planked Philippine Mahogany, 3/4" Canvas between inner and outer planks
Outer Keel, Mahogany	2 3/4"

Hull sides, Double-planked, Philippine Mahogany	3/8"
Frames, Crossmembers, Mahogany	3/4", 1 1/4" and 2 3/4"
Engine Compartment Deck Hatches	Metal-bound
Fresh Water Capacity (Aluminum Tank)	20 Gals.
Fastenings	Bronze or Brass
Engine Mounts	Rubber
Full Length Engine Beds, Mahogany	2 3/4"
Rub Rails	Stainless Steel
Hand Rails	Epoxy-coated Aluminum
Hardware	Stainless and Chromium-plated on Brass
Strut	Manganese Bronze
Rudder (balanced type)	Manganese Bronze
Shaft	1" Bronze
Steering	Rod, mechanical, worm
Shift Log	Brass, Self-Aligning
Side Windows	Sliding type on aluminum track
Windshields, Cabin and Bridge	Ventilating type in Anodized Aluminum frame
Power Plant	Twin Screw 185 HP Flagship Marine V-8's with Hydraulic Reverse Gears
Propellers	Bronze, size subject to change
Approximate shipping weight	8,500 lbs.

STANDARD EQUIPMENT

One-piece fiberglass cabin top • Fully carpeted interior • Vinyl weather cloths around aft cockpit • Fuel shut-off cover plates over gas tanks • Shut-off cocks on all openings below waterline • Rubber screw stops for sliding windows • 2-burner quick-start Alcohol Stove • Cabin lights • Bow casting • Cleats • Mooring bitt • Convertible dinette and other berths with vinyl-covered poly-foam cushions • Electrical system, 12-volt • Decksides, 110 volt • Fire extinguishers • Cabin and Flying bridge windshield, ventilating • Handrails, cabin top • Electric dual trumpets • Tachometer • Ampere gauge • Oil pressure gauge • Water temperature gauge • Fuel gauge • International navigation lights • Mufflers • Fiberglass control station • Teak step treads • Electric bilge pump • Electric bilge blower • Fuel galley • Stove and sink area, stainless steel • Icebox doors, stainless steel • Forward hatch, all-metal (Navy type) with dead-light • Marine toilet • Washbasin in head • Engine compartment vents, stainless steel • Dock lines • Anchor • Anchor lines • Life preservers • Paper holder • Towel bar • Soap dish • Mirror • Screens, side windows and hatch • Mahogany and chrome ship's wheel • Windshield wiper, electric • Garboard drain plug • Stern flagstaff • Yacht ensign • Fingertip controls Hydraulic "Smooth-ride" reverse gears • Long-life batteries • Teak decks aft cockpit • Teak-faced waldwood walk around decks • Varnished panels between frames • Stem band, stainless steel • Bow safety rail, side deck stanchions, stainless steel cable • Headlining interior cabin top • Curtain • Mast, mahogany varnished • Center berth fill-in • Fluted glass, galley cabinets • Fresh water system.

CRUISE PACK #2

Hardtop.

CRUISE PACK #3

Electric refrigeration (includes 30 amp. converter and 240 amp. HR Battery Pack)

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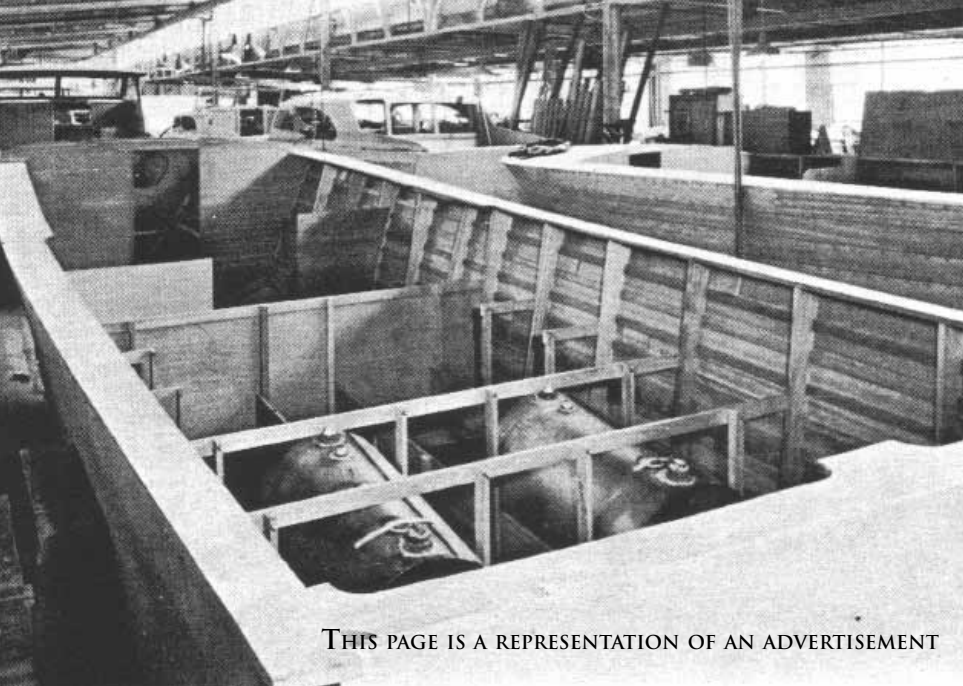
CHAPTER 9

1930 to 1962 - CONSTRUCTION
AND CRAFTSMANSHIP

ENGINEERING QUALITY

Why Owens Boats are Better





THIS PAGE IS A REPRESENTATION OF AN ADVERTISEMENT

OWENS YACHT COMPANY

*1st to Innovate Mass Production
in the Boating Industry*

In this large, integrated plant, were all of the facilities for modern, mass production of the entire Owens Flagship line. Because the Owens Yacht Company hinges their entire reputation on the ultimate in truly fine quality boats, every phase of building their boats, from the raw material stage to the finished prod-

uct, is carefully controlled and carried out at this one, large installation. Immediately adjacent to the large assembly lines, and visible in several of these pictures, are located the Owens Yacht Company's large lumber yards. Any boats, no matter who builds them, can only be as good as the lumber from which they are built! Here, at the Owens plant, large inventories of the finest boat building lumbers available are stored on concrete rests for proper air drying. In this manner, under carefully controlled conditions, a natural seasoning process takes place before the lumber is even cut. In addition to its large lumber

yards, the Owens Yacht Company maintains its own kilns . . . a must for precisely controlling the drying of boat lumber. After a long period of natural seasoning, the Owens boat lumber then moves to the kiln for additional curing before being milled.

After its curing process is complete, the lumber used in the manufacture of Owens boats is then moved into the Owens woodworking mill, in this phase of the manufacture of Owens Yachts, selected lumber is carefully cut and formed by the most modern equipment into the various pieces needed for the assembly line production of the various types of Owens boats and yachts. From the woodworking mill, the various parts and pieces that make up an Owens boat go into the main assembly lines of Owens Flagships. Here they are carefully fabricated by skilled craftsmen into the finished product offered to their customers. This, then, is the manufacturing process of an Owens Flagship . . . carefully controlled from start to finish to produce only the ultimate in super-safe, super-quality, fine performance boats and yachts.



Buy Owens! Owens gives you more for '64 . . . more "play" room . . . more conveniences . . . more fun-filled days of family boating. Spacious interior of '28' Flagship Express, like all exciting '64 Owens, is artfully color-keyed . . . boasting unique features exclusive with Owens. Big, fast, and beautiful, the "Baroness" sleeps four on convertible dinette and forward sea bunks. Living afloat is easy on this Owens with five-foot galley, flush-mounted stove, extra-large sink, epoxy-aluminum leebox . . . huge hanging locker . . .

for the love of your life . . .

complete lavatory . . . roomy flush-deck cockpit for active people . . . truly more for '64. All this **plus** Owens' proven FLD (full-length coredraft) hull for a softer ride with less roll. Here's true seaworthiness in a beautifully-designed craft . . . top performance and dependability when you need it.


OWENS

Division *Boatworks* Corporation
Baltimore 22, Maryland



Spacious interior accommodates four. Ample storage space provided by huge hanging locker, drawers and built-ins.



Cosma Road . . . Star of "The Cosma Road Show", ABC

Owens '28' Express offers family comfort while living afloat, whether cruising, sailing or sleeping.



The New Owens

2-CABIN FLAGSHIP

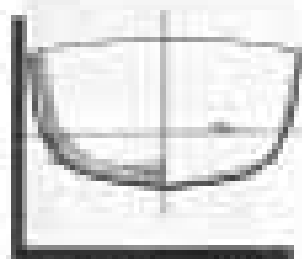


OWENS
FLAGSHIPS

YOURS FOR *Open Water* **ADVENTURE**

"Balanced Strength Engineering"

*Makes This 5-Ton Flagship the Huskiest
Cruiser of Her Size on Any Ocean*



The Oregon II's hull is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering.

In the new Oregon II, the Oregon II's hull is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering.

balanced strength engineering. It is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering.

Specifications were written calling for the use of only those materials of proven high quality. Lifetime construction and maximum strength and economy were the first requisites. Novel forms of construction and interlaminar changes were not the choice.

The strongest, most accurately and best performing hull construction still in a metal hull, from hull to hull, conventional steel (armor) plating has not been known. In the Oregon II, the hull is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering.

and decks are built over the hull in the original framing operation, and thus become a more integral part of the hull structure in convergent and divergent forms. The hull length, edge-to-edge, is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering.

These desirable hull construction features call for a modified edge type of design, which is not only the most accurate, but permits the planks to exert equal pressure throughout a hull's length and width.

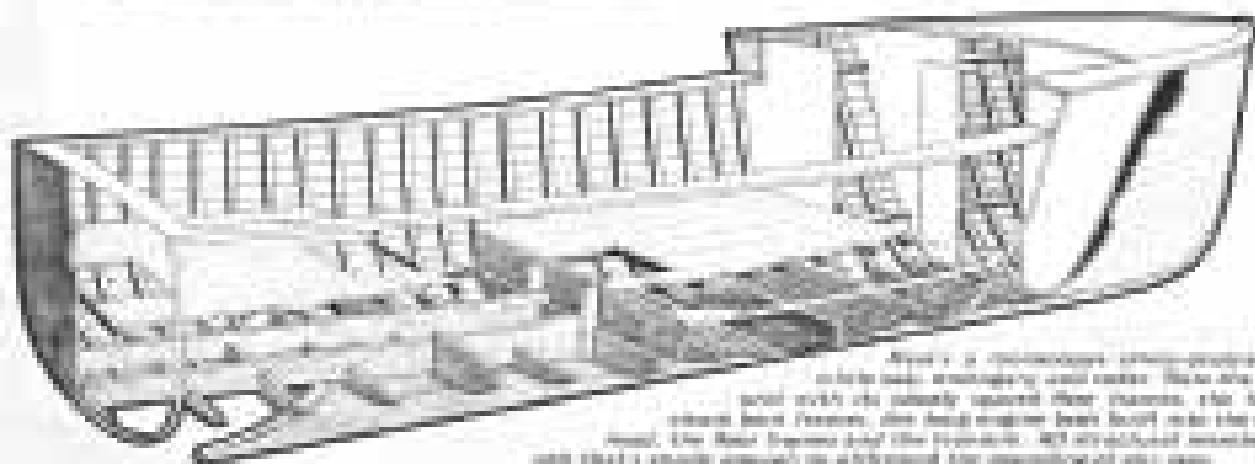


The Oregon II's hull is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering.

pressure throughout a hull's length and width. All hull strains and stresses are equally distributed and uniformly throughout the hull's surface.

A sharper, more accurate and in order to drive displacement hull shape an other important feature of the new Oregon II, the hull is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering.

hull is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering. It is a masterpiece of balanced strength engineering.



Here's a perspective view of the hull of the Oregon II, showing the internal layout of the hull, including the engine room, boiler room, and various structural components.

SHE'S ALL YOU EXPECTED . . .

And More!



THE *New* OWENS MOTOR YACHT

SPECIFICATIONS: Length overall, 43 ft.; beam, 12 ft. New round bottom construction, built according to design. Twin 30-hp. gasoline power—standard equipment. Speed 18 mph. May be powered for speeds to 30 mph. Diesel power optional. Owner's accommodations: full bath, private lavatory, shower. Guest accommodations: full bath, private lavatory. Storage for 12 ft. of life deck space for double bed. Everything essential for making comfort cruise as standard equipment.

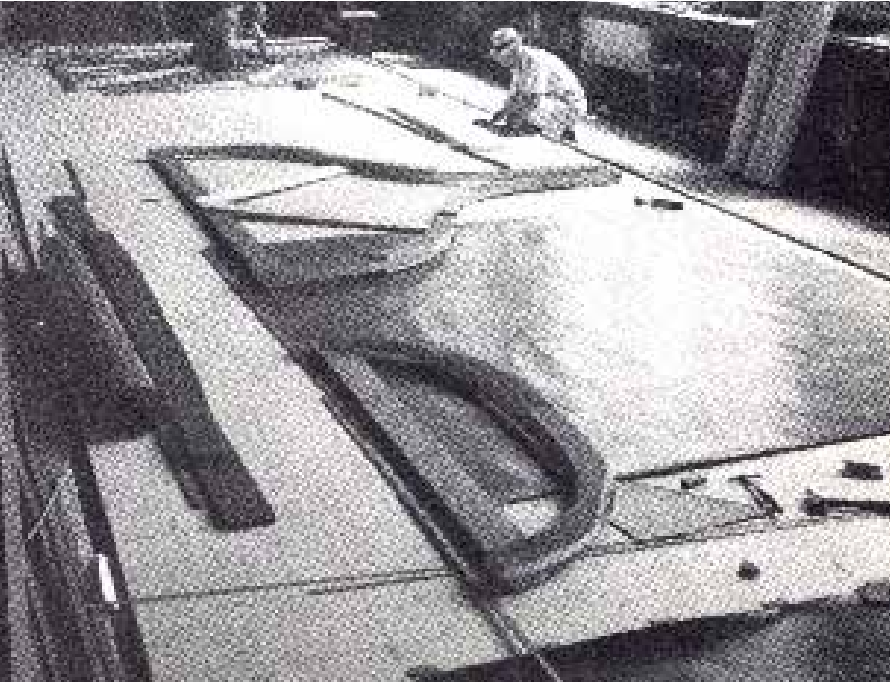
- You knew she'd be a beautiful boat, because it was smart styling that helped establish the prewar Owens DeLuxe Sedan as the most popular cruiser of her class ever offered. But even Owens has never before produced a cruiser as beautiful as this!

- You knew she would be seaworthy. Seaworthiness comes first with Owens. You knew she would be roomy. All Owens cruisers are. But here's the roomiest cruiser of them all!

- Check her from stem to stern. She incorporates all that's newest and best in naval architecture. As a boat, she's rugged, dependable, easy to handle, economical to operate. As a three-cabin floating home, she has all the privacy, comforts and luxuries you'd find in a modern apartment.

- However you look at her, she's all you expected *and more!* And because of Owens' production leadership, her price delivered to your home port is less than you expected by far! Write for further information and your distributor's name — learn how you can obtain a delivery priority, OWENS YACHT COMPANY, 23 Stansbury Road, Dundalk, Baltimore 22, Maryland.

**OWENS
FLAGSHIPS**



CONSTRUCTION FEATURES TO DEALERS

There are many reasons, of course, why Owens boats are better buys for the consumer than any other boat on the market. One of the basic methods, however, that can be used to judge the worth of any product is the manner in which it is built. We believe, and justly so, we think, that Owens boats are better constructed than any other boat you can find on the market today. The Owens Yacht Company is very proud of the fact that they have pioneered or developed

THE FOLLOWING PAGES REPRESENT AN ADVERTISEMENT

such things as rubbed-mounted stuffing boxes, angle-mounted motors, safety-type gas tanks, shock-absorbing strut bearings, dual engine controls, stress-carrying bulkheads, and many other improvements in yacht design and construction down throughout the years. It makes us feel good to know that, after we had originally developed and pioneered these basic improvements in boat design, they were generally adopted by the industry at large. We also like to feel that all of these things have added to the public's enjoyment of boating by making it more safe, pleasurable and practical.

If you have analyzed, as we have, some of the construction features of many of the smaller boats now on the market, you are probably just as amazed as we are at what some of these people think they can leave out of a boat and still sell it to a general consumer public. By this, we do not mean equipment . . . we are talking about some of the basic principles of hull construction. It isn't good practice to "knock" your competition . . . but, it's smart salesmanship to point out some of the reasons why your product is better than anybody else's. Here is a list of some of the things that you can talk about to your customers when showing them why an Owens boat is better for them than any other. Every boat that the Owens Yacht Company has ever designed and every boat we have ever seen designed by the United States Navy has these following parts:

1. A GOOD, HUSKY SHEER CLAMP . . . We have found several popular small cruisers that don't have any at all. Show your potential customers this point of construction on an Owens boat and point out how much stronger the Owens construction is.

2. A BIG, STRONG, STEM . . . Many small cruiser manufacturers are today using either a small laminated stem or just a plain ordinary plywood stem. Invite your prospective customer to make a comparison of this extremely important part of construction and to notice how sturdy the stem is in an Owens boat.

3. AMPLE TRANSVERSE FRAMES . . . A limber fishing rod makes fishing a pleasure, but the same reasoning does not apply to a boat. Invite your customer to count the frames on some of your

competition's boats and then compare this with the Owens heavy framing and monocoque construction . . . more than ample to take a heavy beating from a rough sea.

4. BIG, HUSKY ENGINE BEDS WITH LONG WEIGHT DISTRIBUTING STRINGERS . . . A number of manufacturers that we know simply "throw in" a pair of short engine beds and let it go at that. Owens engine beds are tailor made to fit the engine and are tough and rugged with extra long stringers to carry the weight and strain evenly throughout the entire hull.

5. SOLID SIDE DECKS AND CABIN SIDES . . . Invite your customer to rap sharply on the side decks and cabin sides of an Owens boat. Show him how thick and heavy they are . . . and then warn them that many manufacturers are using thin plywood.

6. SUFFICIENT DECK BEAMS . . . The deck beams on a cruiser are an extremely important part of the boat. There are some manufacturers that use one or two beams which are not sufficient to hold the shape of the deck much less to provide the necessary stiffening for the hull frame itself. Owens deck beams are fastening directly to the side frames to prevent the deck from sagging or going out of shape. On most family cruising trips a cruiser's decks are required to hold the weight of several people sunbathing . . . you can assure your customer that the deck beams of framing on his Owens boat are strong, sturdy and well designed to provide the ultimate in strength.

There are, of course, many other reasons why an Owens boat is better constructed. The ones we have mentioned here are but a very few, and you, as a Marine Dealer, probably know many, many more. Suffice to say, we are very proud of the way in which Owens Flagships are constructed . . . they're built to last and last and last. We have no intention of changing our methods to make our product just a little bit cheaper . . . cheapening a boat is cheating a customer and cheating a customer is robbing yourself in the long run. Yes, you can honestly say about Owens Flagships—"Worth more when you Buy—Worth More When you Sell!"

LABOR OF LOVE

There is a considerable difference between a Craftsman and a "Jack-leg" carpenter. The jack-leg carpenter is one who knows how to do a little of every-



thing and nothing very well. He does not have too much pride in his work and he only does it because he has to. A Craftsman, on the other hand, is a specialist in his own field. He is very proud of the fact that he is able to do what he does better than anybody else and he works, basically, because he loves it. In the olden days, building a boat was a labor of love done by Craftsmen who were specialists in their particular field. In those days a man had to know how to use an auger, an adz, a hatchet and a hammer, a draw knife, a cross-cut saw, and all manner of hand tools . . . and he had to know how to use them well. Timbers were hand hewn, planking was cut individually and every joint, every piece was fitted with loving care. Those old time craftsmen built some very fine and beautiful boats and those people who were fortunate enough to have enough money to purchase them paid a very fine and beautiful price for them too. During those days, very few people enjoyed the pleasure of boating and the word “Yachtsman” was synonymous with the word “Millionaire”.

Today, the introduction of mass-production methods to boat building has made this “Hobby of Millionaires” available to all! Today’s average income family can own and operate and enjoy a good family cruising boat for little more than the price of a good car. The days of the auger, the adz, the hatchet and the hammer are gone forever and today the modern boat builder uses automatic, semi-automatic, and power machines to do the hard work in producing and assembling a boat. With specialized devices and fixtures for accurately and uniformly shaping and locating the various parts of a boat, and with power tools to secure and permanently fasten parts into assemblies and assemble into finished boats, the cost of today’s boats has been reduced to the level where everyone can enjoy owning one. There is, however, one very strong similarity between the “Good Old Days” of boat building and today’s modern, mass-production methods . . . building a boat today is still a “labor of love”. For even with all of today’s mechanized methods, the ultimate quality and design of a modern boat depends upon the skilled specialist who assembled her. Today’s Boat Craftsmen are even more skilled than their fore fathers!

The Owens Yacht Company had developed boat building into big business. Our large Manufacturing Plant, one of the biggest in the industry, is fully equipped with all of the latest, most modern power equipment, special tools and devices available. Owens Flagships are designed and fabricated in the latest, most scientific methods of mass production . . . and only this big business approach to boat building can give today’s boat owner the most for his dollar. When you sell your customer an Owens Flagship you can assure him that your supplier . . . the Owens Yacht Company . . . has all of these facilities, these tools, these specialist . . . and all of that old time “love of boat building” in the bargain!

THE FINEST MATERIAL IN THE LAND

There is an old saying that a product is no better than the materials that go into it and the Owens Yacht Company has always used this phrase as the criterion in obtaining the raw materials with which to produce their boats. There is another old saying that could be quoted here . . .

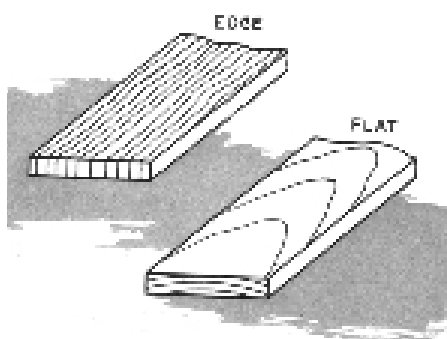
“Putty and Paint makes a boat look like what it ain’t!” . . . However, the boat manufacturer who depends on this type of reasoning soon discovers that time and the American consumer quickly proves the fallacy of his principle. Of all of the manufactured products in America today, a boat probably is subjected to more wear and tear than anything else sold to the American consumer. Water is a great provider of raw materials and, although it may be beautifully built, a boat that is constructed of poor materials quickly deteriorates and reveals for all to see the basic mistakes of its builder. It is highly significant that you can still find on the waterways of our country some of the earliest Owens boats ever produced, giving excellent service to their owners. The Owens Yacht Company always has and will use only the finest materials available in the production of their product.



CURING LUMBER FOR BOAT BUILDING

The initial step in any quality manufacturing process is bringing the raw material to its finest state and usefulness. In building a boat, the first step is curing the lumber with which it is to be built. This is an all important step that is too frequently either omitted entirely or haphazardly done by many boat manufacturers. The results of carelessness, in this vital phase of building a boat, don’t show up until the product has been exposed for a sufficient length of time to the action of sun, air and water. Because of this, many consumers are unaware that the “beautiful” boat that they purchased is made of inferior materials until it is too late. Everyone knows that “green” or improperly cured lumber or millwork in a house results in warped floors, sticking windows, doors that “gape” or won’t close, split siding, cracked plaster, peeling paint jobs . . . in short, a home that begins to “come apart at the

seams” in a very short while after it is built. The unlucky home buyer who purchases such a house has nothing but dissatisfaction, expense and unhappiness in store for him. The use of “green” or improperly cured lumber in boat building yields even more drastic results . . . uneven decks, split frames, “gaping” planking, uneven engine and shaft alignment, ports, hatches and windows that won’t work, a poor finish



First Choice

OWENS FLAGSHIPS FOR '61



Owens invites you to step aboard their all new 1961 Flagships. For years the leaders in the 21' to 27' class, for '61 the Flagships are again designed, constructed and priced to be first in sales. The smart, new Flagships feature a galley redesigned with the woman in mind . . . rectangular sink . . . recessed stove . . . stainless

steel counter top. There's a new easy-view instrument panel with printed circuit and plug-type harness, new fiberglass steering control station, and redesigned side window locks. All Flagships have been restyled with bright colorful interiors. All are powered by Flagship V-8's, the most thoroughly proved marine engine of them all

Write for colored literature and see your friendly Owens dealer for low delivered prices and terms.



OWENS YACHT COMPANY, BALTIMORE 22, MARYLAND

OWENS
QUALITY
Flagships

DIVISION OF
BRUNSWICK CORPORATION



... in short, nothing but trouble, expense and hazard for the unhappy owner.

In its many years of boat building experience, the Owens Yacht Company has found that there are three basic steps that must be carried out in order to insure the proper conditioning of lumber for boat building. The steps in curing boat building lumber are good customer assurance of the high quality product and we are listing them below so that you can pass these stories on to your prospects as part of your sales pitch in selling Owens boats.

1. The first, and most important, step in preparing boat building lumber is to purchase lumber in volume far enough in advance of its planned use to enable a full curing process to take place. This means that the boat builder must, himself, be big enough and doing a sufficient volume of business to be able to purchase a year's supply of lumber for all of his production a year in advance of the need.

2. After the Owens Yacht Company purchases a year's supply of the finest lumber available, it must be "air-dried" over a period of two to six months. For this process, the lumber is carefully sorted and stacked on slanting pilings for drainage, with air spaces between each plant to permit four-side curing. Throughout this natural seasoning process, this lumber is carefully watched and "electronic" reading of moisture content are made to determine when the particular piece is "ripe" for proper additional, controlled kiln-curing.

3. After the ideal point of natural curing has been reached, the lumber used by the Owens Yacht Company in its manufacturing process is then moved into a kiln. After being placed in the large, scientifically controlled kilns in the Owens Yacht Company plant, the lumber is dried to a precise and specifically uniform moisture-content for the place in the boat where it will be used.

The use of any other method or the lack of such care in the curing process of boat lumber as outlined above definitely results in inferior boat construction. To obtain the best lumber, these three phases of curing must be carefully followed up and in the proper sequence. For example, if Step 2 is omitted and the entire curing process is "hurried" in an artificial "kiln-cured" method, inferior boat building lumber and an inferior boat results. The customer, however, isn't the only one who pays . . . so does the dealer. He gets a reputation for selling "bad boats".

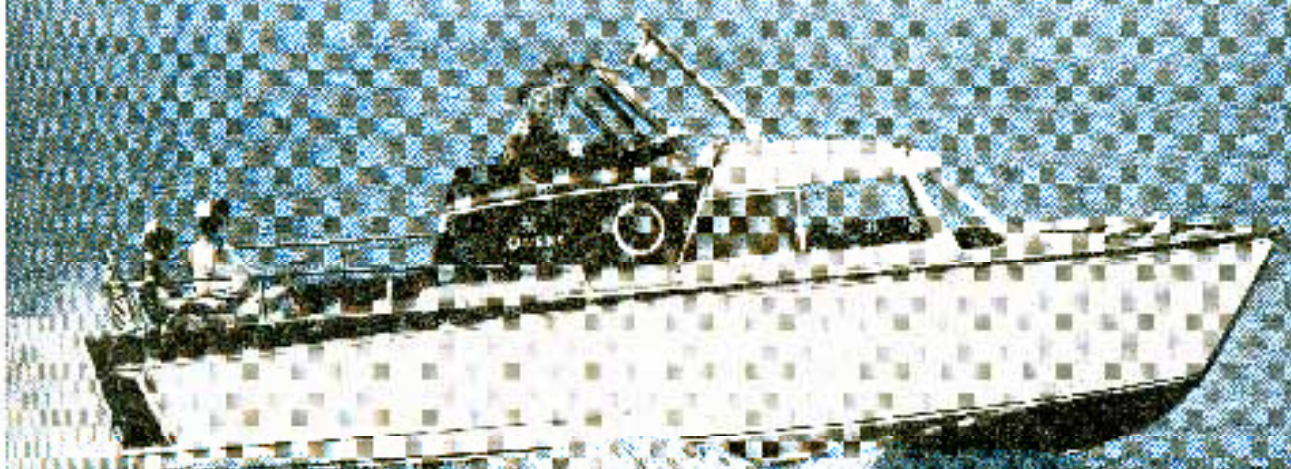
The Owens Yacht Company feels that these things are vitally important in the building of Owens Flagships. The strength of this belief is proved by the tens of thousands of additional dollars that we spend annually in this . . . "the first step" . . . in boat building. In selling an Owens Boat to one of your customers, you can assure him that his boat contains the finest boat building materials available.

EDGE GRAIN VERSUS FLAT GRAIN

You have probably wondered why we talk about quarter-sawn or edge-grain or radially-sawn lumber in our literature. Although old-time boat builders didn't have available for their use today's modern testing equipment and experimental laboratories, they knew from hard experience what species of lumber and what kind of grain in lumber is necessary to make a boat "stay young longer".

The Owens Yacht Company is more fortunate than the old-time boat builders. We have "old-

A
REVOLUTION
IN VALUE...



THANKS
TO A
REVOLUTION
IN BOAT
BUILDING!

Owens "2500" Express Cruiser...designed by Raymond Loewy

There's no smarter, more modern boat on the water than this excitingly different "2500". She has the big-boat look... the big-boat feel... most of all the big-boat performance! Flying bridge, helmseat, spacious cockpit, walkaround deck, mahogany yacht railings, and all-ase cabin which sleeps 4 in regal comfort. Powered by the renowned Flagship V 8, 230 (H.P.) marine engine, the Owens "2500" Express Cruiser can be yours for as low as \$6,495* delivered... and the new Owens "2500" Family Cruiser only \$5,895* delivered. It's wonderful what value Owens' Grand revolution in boat building makes possible!
Owens Yacht Co., Inc., Baltimore 22, Maryland

*Delivered prices for Deluxe and West slightly higher.

NOW you can buy an Owens "2500" for as little as \$118 a month!

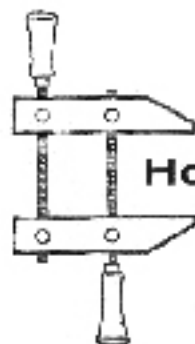


SPACIOUS COCKPIT
lets you really stretch out. Higher windshield gives greater spray and weather protection. Mahogany yacht railings with gate.

LARGE DINETTE TABLE, upholstered seats, complete galley, six ice box, comic light, built-in chairs, and many other appointments.



OWENS
SPEEDSHIPS



How The Professionals Do It:

OWENS CRUISERS

Traditional craftsmanship plus assembly-line techniques produce these popular quality boats



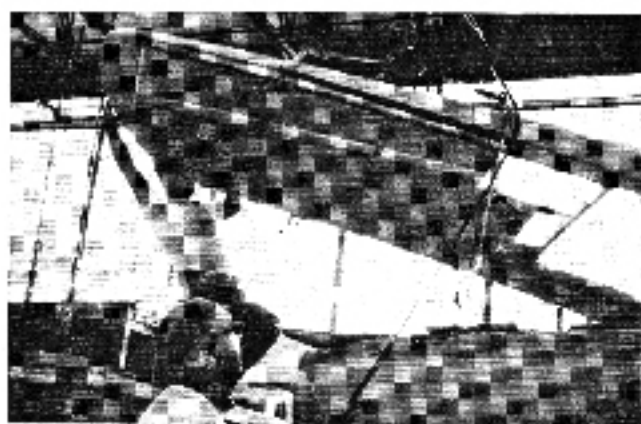
Employees of Owens Flagship and Sea Skiff Division's manufacturing facilities gathered for group picture to show skilled manpower needed to create cruisers. In background are 21-, 25- and 27-footers.



Each size craft is built on its own conveyorized assembly line. Here hulls are shown in framing and planking stages of construction.

ONE OF THE LARGEST boat manufacturing concerns in the country, Owens Yacht Company (Division of Brunswick Corporation) has been building quality boats for more than a quarter of a century. While they use many new and improved building materials and techniques, they still rely on a high degree of craftsmanship from skilled workmen for their quality construction.

In the manufacture of Owens Flagships, many separate sub-assemblies, such as cabin tops, are built on their own respective jigs. Work on these units is simultaneous with production of hulls; completed units are MonOrailed to the main assembly line for installation. Owens is a complete manufacturing unit in many phases, making the "Flagship" Marine Engine and many of the parts for the finished boat, such as ventilators and tanks. — ⚓



Cabin top sub-assembly, built in another section of the plant, is hoisted onto MonOrail for shipment to the main assembly line for installation on boat.

THE OWENS LINE . . .



"21" FLAGSHIP EXPRESS CRUISER



"25" FLAGSHIP



"25" SEA SKIFF DELUXE
EXPRESS CRUISER



"27" FLAGSHIP DELUXE
EXPRESS CRUISER

Photographed for FAMILIAR BOATING by Marion Warren



Cabin windshield unit is another sub-assembly job, built on its own jig. Work on these units is simultaneous with production of the hulls.



Every wooden part going into each boat is volume cut according to an IBM-controlled production inventory schedule at Owens wooden mill facilities.



Modern, high-quality adhesives are used between diagonally-laid inner side planking and fore-and-aft laid outer planking that gives hull added strength on double-planked Owens Yacht.



Final work on Owens traditional deep-rabbetted stem or bow piece takes a high degree of skilled craftsmanship.



Canvas membrane in Neoprene preservative is placed between inner and outer bottom plank lay. Membrane extends up sides well beyond chine line.

... FOR



27 FOOT FLYING BRIDGE
SPORTSMAN SEA SKIFF



"27" SEA SKIFF DELUXE
EXPRESS CRUISER



"29" EXPRESS YACHT



"35" EXPRESS YACHT

Thoughtful engineering



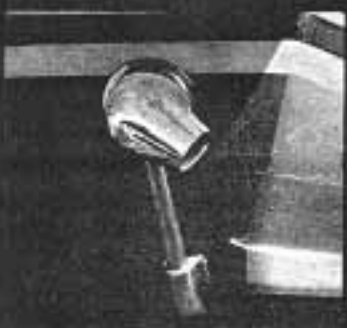
Pre-production planning provides refinements like the accessible gas shut-off.



Good size bilge vent is one of four installed as far-sighted safety factor.



Gas tank (upside down) is secured with wide metal bands bolted to the frames.



Special exhaust with water scoop helps to eliminate any excessive steaming.

The Results of Creative Planning



Owens' 1962 fleet has new models from 25 to 40 feet, including utility and sedan styles. This 30' Flagship is double planked with mahogany and can sleep six.



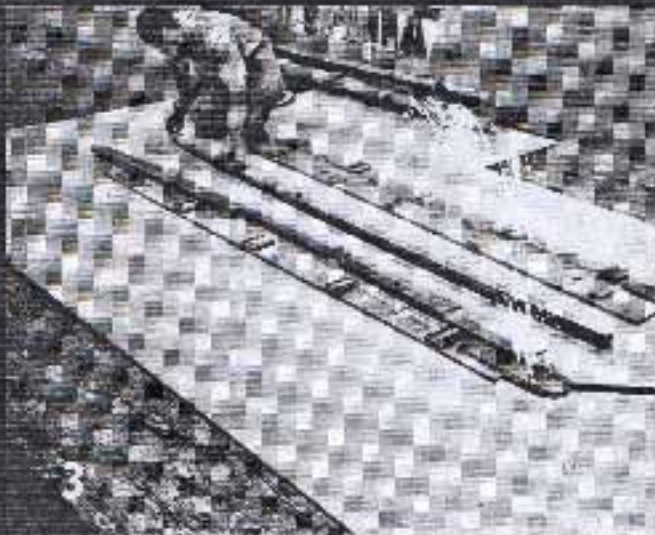
A good example of the penetrating planning outlined on the preceding pages, this 35' sea skiff was designed with an eye for stability for off-shore work.



In the luxury class the 40' Tahitian epitomizes Owens' styling and attention to detail. She sleeps eight and her gay interiors show the deft touch of a decorator.



Beginning production



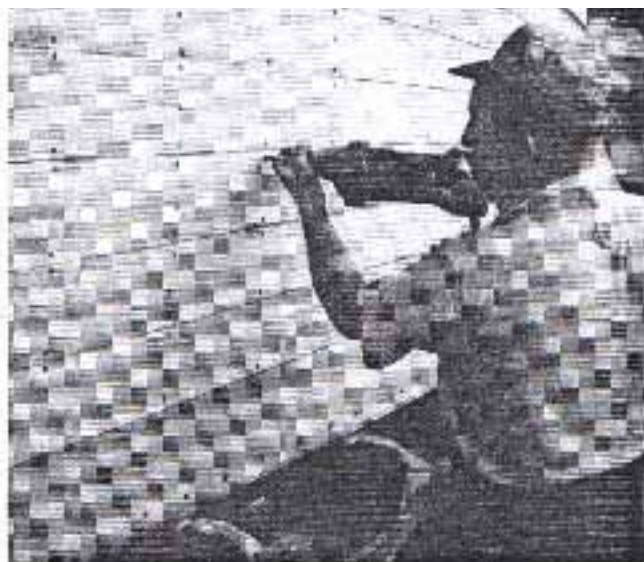
Once prototype models have been approved, the lines are reproduced in master templates that are used to make the jig (1). In the mill, templates are outlined on raw lumber (2) and sawn into component parts. These are spot checked with jig and original template (3). The hull takes shape as the chine is laid on the framing (4).



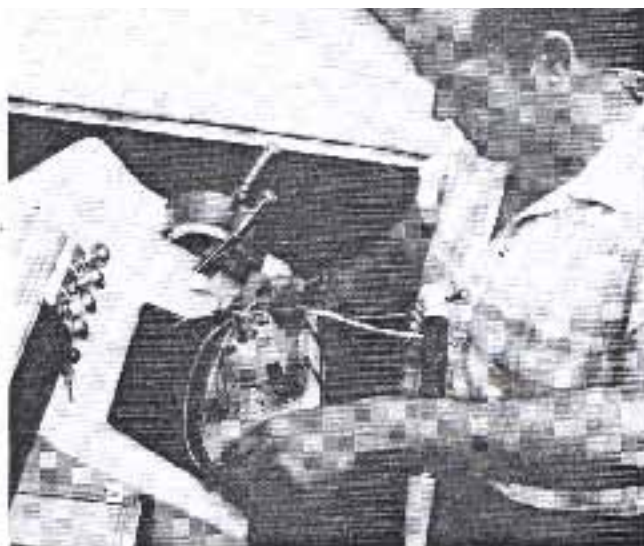
Advanced planning provides for prefabricated units like this one-piece molded plastic lavatory. Net result: good styling, economy, easy maintenance.



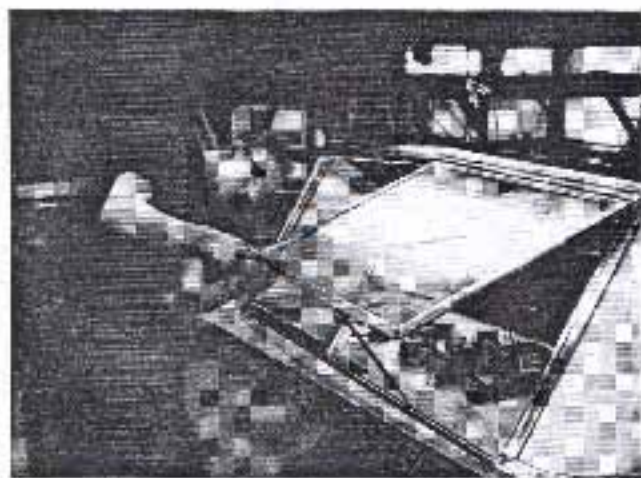
Fiberglass cabintops were carefully designed to complement the lines of the boat. Their honeycomb construction illustrates insistence on quality materials.



Many closely-spaced non-corrosive bronze screw fastenings are used by Owens workmen. Note the narrow, long length of the planking strokes.



Instrument panel has printed circuit with multiple socket plug fittings that receive wiring harness to assure foolproof maintenance and access ease.



New and improved all-metal windshield trim and hardware is featured on Owens 1961 models. Here windshield is installed on flying bridge unit.



Flying bridge unit is mounted on cabin top as sub-assembly units are brought together at the main assembly line for final installation.



Control station units are constructed of durable fiberglass in a color to harmonize with the mahogany finish of Owens cockpit.



Skilled sheet metal work is performed at Owens to make many of the stainless steel units for their craft. Here galley tops are being constructed.



Galley tops have a hinged, stainless steel lid below which stove is placed. When stove is not in use lid folds down to make convenient work space.



Some upholstery work for Owens cruisers is done in their own shop. Here a sewing machine operator works on the cover for a helmseat cushion.

timers" with fifty years of boat building experience to draw upon, young, modern naval architects to draw our new knowledge from and the most modern in testing equipment. With this accumulated knowledge, we also know what species of lumber and what kind of grain in lumber makes the finest boats. The proof of this is the fact that the first Owens Flagship is now 33 years young! Here are some good "lumber facts" that we have discovered in our many years of boat building and that will make good "sales ammunition" for presentation to your customers.

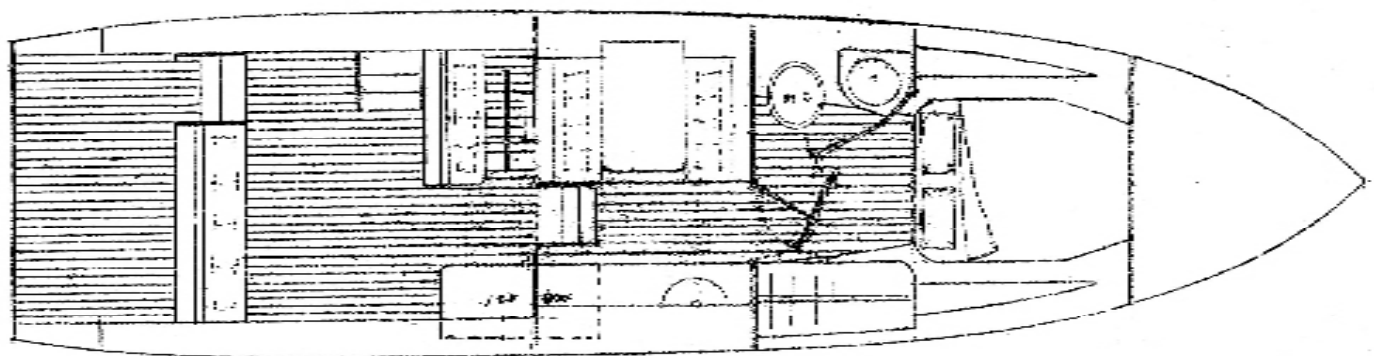
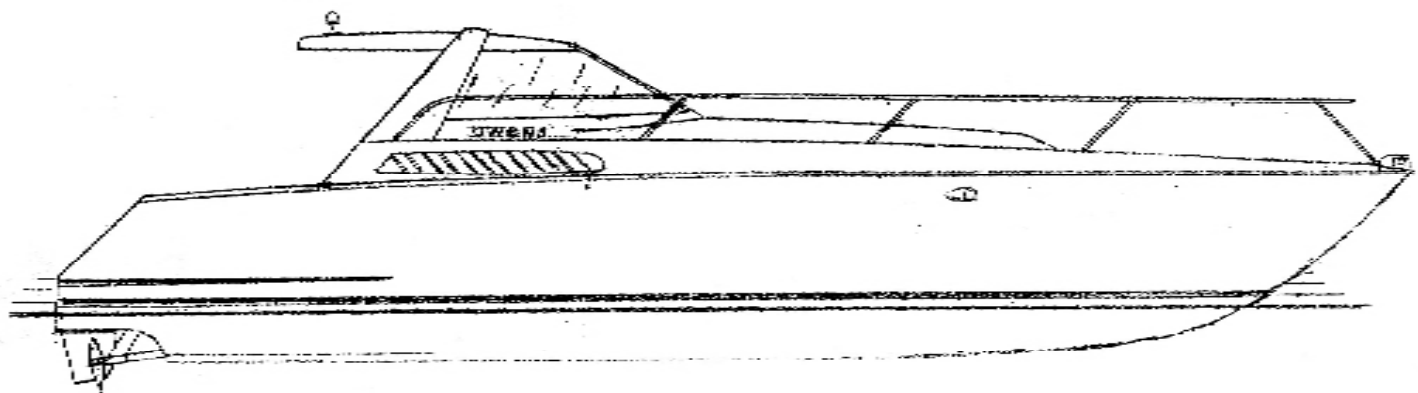
1. In ordinary lumbering operations, most lumber is "slab-sawn". This means that the lumber is sawn into planks without regard to grain direction.

2. The phrase "quarter-sawn" means that the log is carefully split by sawing into four sections so that the grain is at right angles (not more than 45°) to the faces of the boat. To do this requires experience, skill and a highly developed knowledge of wood. It does result in waste or loss of footage not encountered in common slab-sawing, but it develops the type of boat building lumber for which the "old-timers" searched diligently, knowing that in any species of wood, edge-grain boards were the "cream of the crop".

One of the basic factors that the Owens Yacht Company keeps in mind when designing and building their boats is the expansion and swelling of wood in the water. The amount of clearance in all planking is determined scientifically so that the dangers of cupping planks and broken frames, because of too little clearance between planking, is avoided and yet a good tight boat is obtained. The achievement of exact planking clearance is possible only with quarter-sawn lumber. Edge-grain lumber is much more stable in regards to the expansion effect that wood has on wa-

ter. For example: In Philippines mahogany and oak, quarter-sawn lumber expands only half as much as flat-grain slab-sawn lumber. Moreover, longitudinal movement is correspondingly reduced, thus giving more security to jointer work. It is also a recognized fact that paint and varnish are much more durable when applied to edge-grain lumber rather than to flat-grain boards.

In all of their handling of boat buildings lumber, the Owens Yacht Company adheres rigidly to U.S. Navy standards, the most rigid in the land. This is just another quality feature with resultant customer benefits which you as a marine dealer offer when you sell Owens Flagships. You might say, that this feature is more real and important than design or styling, giving true worth to the customer in "the hidden places" that only reveal their quality in usage and with time. We feel that the story "The Finest Materials in the Land" is worth knowing and worth telling! Don't you?



OWENS YACHT DESIGN 2002			
Model No. 11	Owner	Model No. 150	
Model No. 100	Owner	Model No. 100	
38' Express 50MPH			
		2	

The game one. The boat with the built-in everything. The new Concorde 27 sportfisherman. Accelerate! Exhilarate! She carries out sudden orders with ease and speed. Forward V-berths and convertible dinette sleep 4. Flybridge and controls are custom designed. The galley's complete and the cockpit is 10'5" x 9'1½" wide. Her exclusive MPT hull (multi-prismatic transitional) is a major advance in aqua dynamics. Keeps spray off the decks. Eases the bow through each wave front. Her hull boasts the highest percentage of fiberglass to hand lay-up laminates in the industry, and all Concordes have been water-tested under realistic conditions. That's knowmanship! That's the new Concorde 27 sportfisherman!



Concorde

...the custom line of fiberglass. Other Concorde models: 27' Express, 33' Fisherman, 35' Express, 35' Sedan, 40' Motor Yacht, 47' Fisherman, 47' Motor Yacht.



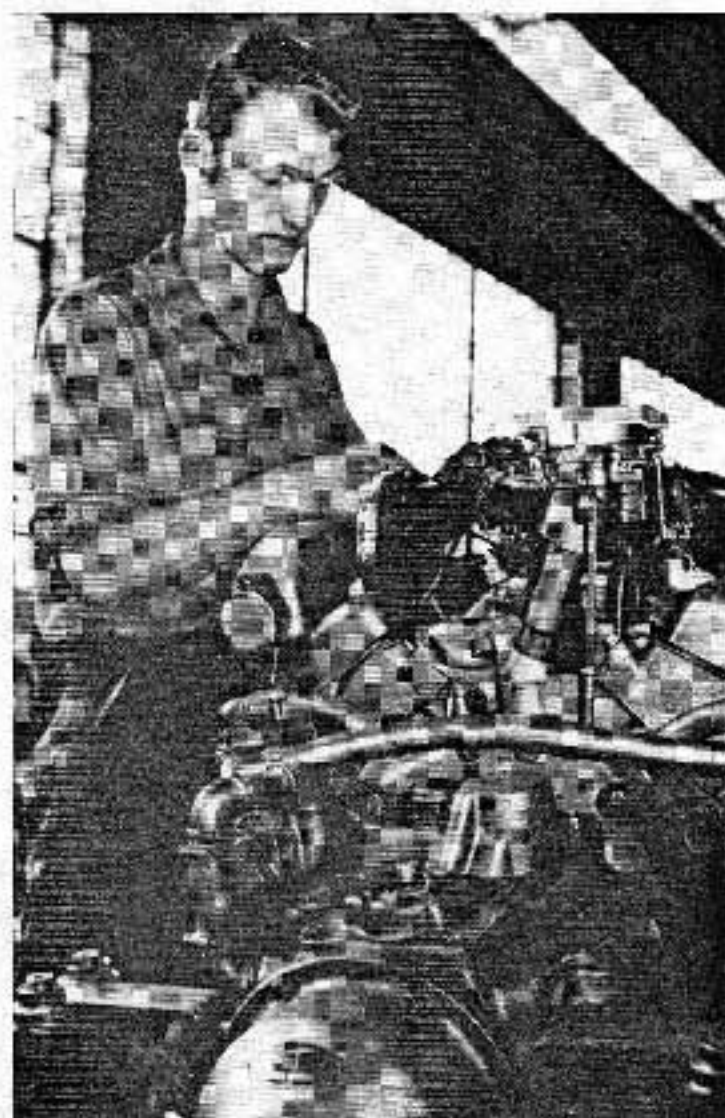
How The Professionals Do It



After precision machining, engine parts are assembled. Above, reverse gear is placed on rear engine housing; below, a mechanic makes final adjustments to engine.



Owens "Flagship" engines are of overhead valve, V-8, type. Special break-in oil is poured in crankcase and the engine is run on test bed prior to installation.



Special attention is given to finish. Machine sanding is followed by hand sanding prior to application of paint.

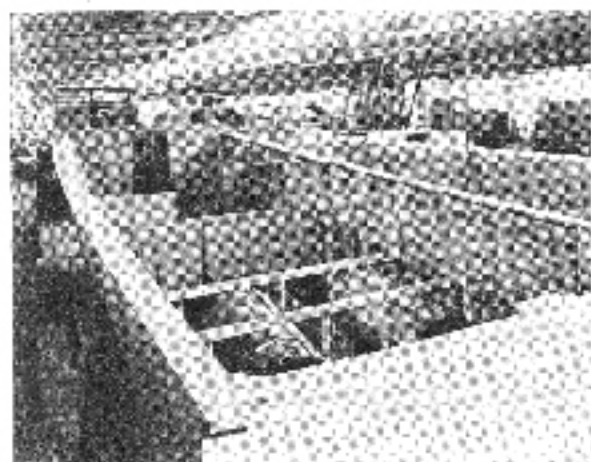
shaft logs and rudder parts are Owens-designed to be of the outside type with the bronze sleeve extending through the hull opening and thus bronze-lining and protecting what would otherwise be exposed wood. Unusually large and lead-lined snapper and window drains are design requirements. All hardware is brass chrome-plated. All underwater castings are of heavy bronze, protected by deep and heavy keels on all models "31" and larger. Twin-screw models have twin hydrodynamic rudders, so placed that the inside rudder on a "banking turn" remains vertical.

Standard equipment safety features include: Seacocks on engine cooling hull intakes. Large ventilating ducts piped to bilge. Automatic overload and resetting fuses. Gasoline fill pipes located on outside decks. Large gas tank air vents. Fuel shut-off valves. Siphon-type fuel systems. Non-drip marine carburetor with flame arrester. Neoprene flexible fuel line connectors on fuel line feeding through double fuel filters. Positive gear-and-rod steering, insulated at all bearings. Self-bailing cockpits. Safety handrails. On Owens "25's" and larger, in

addition to a full set of instruments, are electric gasoil gauges, and the Owens tachometer has a running-hour-increasing gauge that is a navigating instrument as well as help for engine maintenance.

Owens Flareships, 25's, 26's, 31's, and 35's, are planked with Royal Luanan boat stock grade of Philippine mahogany supplied by the Pacific Hardwood Sales Company. This grade means that each and every board is carefully selected for uniformity of color, texture, and superior quality. The side planks are backed by heavy seam battens, and the bottoms are double-planked with canvas between, freely applied with the ne water-sealing rubber mastic. The inner bottom planking on all Owens Flareships is laid diagonally to obtain three-directional grain structure strength. Baltimore Copper Paint Company's Vinyltex bottom paints are used. Fastenings are Everdur bronze screws, and screw holes above the waterline are mahogany, wood-plugged. Many of the models have rich, reddish brown natural finished topsides.

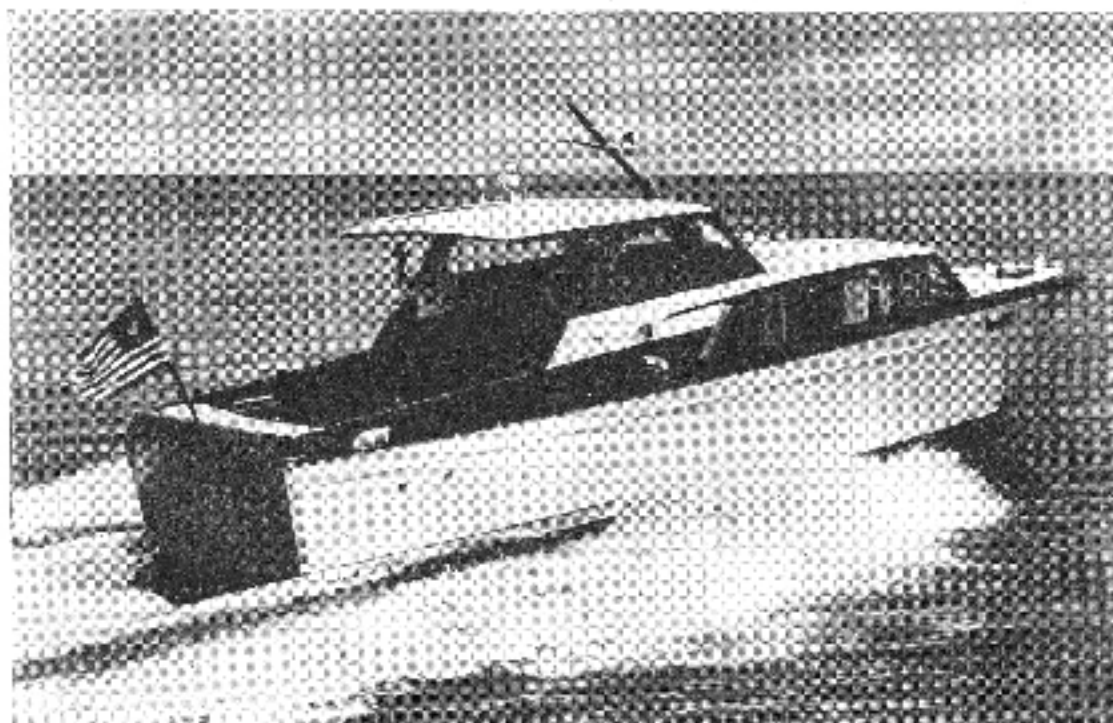
Owens Flareships 18's and 21's are planked with Philippine



One of the Owens hulls in the course of construction, showing the Monel gas tanks installed



All wooden parts entering into Owens construction are dipped in pentachlorophenol preservatives



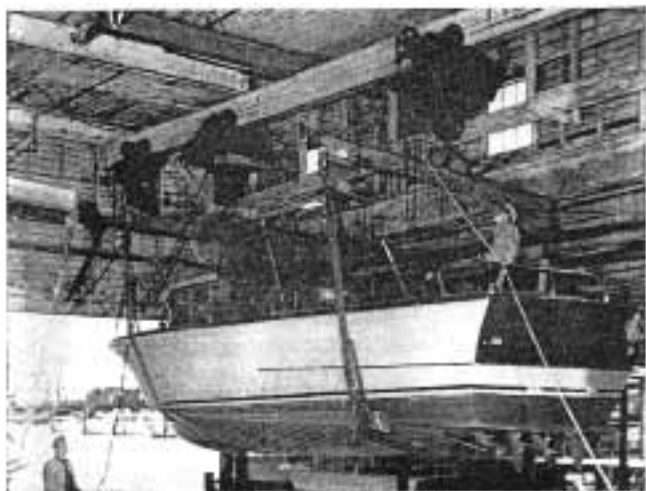
The 35 Bridge Sedan is a new two-stateroom model with sleeping accommodations for a party of six



Painting and varnishing are done in dust-free spray rooms where working temperatures are controlled to provide proper adhesion, drying and curing.



After painting and varnishing, Owens boats are passed into 'final stages' area where metal deck fittings and interior furnishings are installed.



An Owens yacht is ManOrailed off the end of the assembly line just prior to launching for final inspections and testing on the water.



Boat tests in the water are part of overall quality control methods. Workmen here in Final Inspection department make adjustments in engines and controls.

EQUIPMENT SUPPLIERS

A.C. SPARK PLUG — Instrument cluster assembly for 25' and 27', Tachometer, Gas gauge, Ammeter gauge, Temperature gauge, Oil pressure gauge, Tachometer cable.

ARNOLT CORPORATION — Chrome plated dinette table legs.

BALTIMORE COPPER PAINT — Copper bottom, White epoxy hull finish, Hot spray varnishes and satin finish varnish stains, Blue hull finish.

CAPITOL GEARS — Direct drive manual gear.

COAST CANVAS — Canvas canopy tops, Side curtains, Cockpit covers, Storage covers, Vinyl weather cloth, Helm seats.

COLUMBIAN BRONZE CO. — Propellers.

CONTINENTAL RUBBER WORKS — Exhaust steam hose, 3/4" hose for engines, All hose used on hull fittings, Moulded shape for oil cooler.

DAYCO FOAM PRODUCTS — All berths and dinette upholstery.

DOLPHIN PAINT — Dolphinite mahogany glass bedding compound.

ELECTRIC AUTO-LITE CO. — Generator, Starter, Coil.

GENERAL TIRE — Main cabin vinyl roof covering, Vinyl fabrics for 25' and 27' Sea Skiffs and Flagships, Cabin vinyl floor covering.

GROSS MECHANICAL LABS — Toilets for all boats.

HILL CHASE STEEL — Sheet aluminum for galleys, and stainless.

HOMESTRAND, INC. — Galley stoves.

MALLORY ELECTRIC — Voltage regulator, Distributor.

MARCH BROWNBACK CO. — Timing gear housing, Oil pan.

MCGILVER PLASTICS — Windshield corners, Instrument binnacle box, Skirt for instrument panel, 29' and 35' main cabin roofs.

PARAGON GEARS — 3:1 reduction gears for engines.

RHEEM MANUFACTURING CORP. — Fuel tanks.

SPARTON — Warning signals.

TELEFLEX — Control cables.

TRINE ROLLED MOLDING CORP. — 3/4" half oval stainless steel moulding for trim.

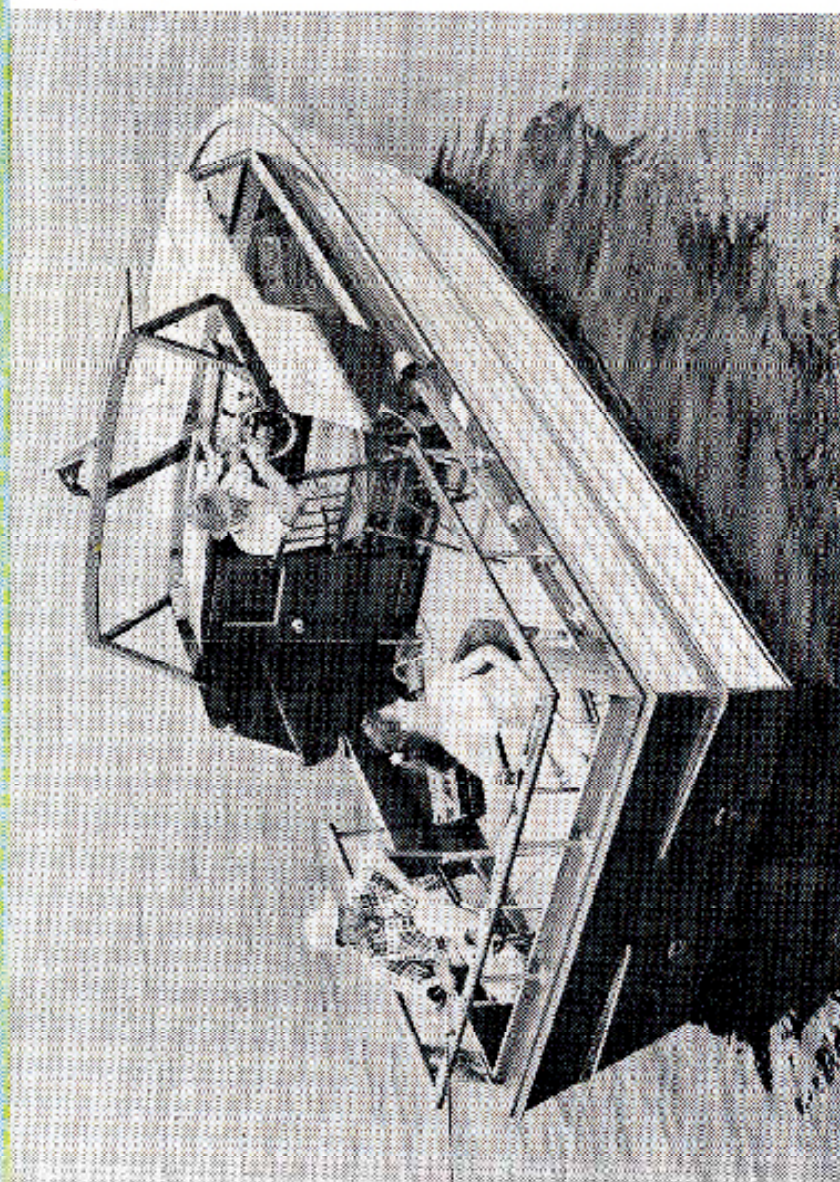
U.S. PLYWOOD — Westwood Royal Marine, Micarta for table tops.

U.S. RUBBER — Breathable vinyl fabrics for berths of 25', 30' and 40' cruisers, Vinyl weather cloths for cockpit of 29', 35' and 40', Vinyl fabrics for dinette.

OWENS

"25" SEA SKIFF DELUXE EXPRESS CRUISER

WITH 2 COMFORTABLE ... BIG YACHT STYLING



Here's how Owens "25" Sea Skiff is big in so many ways... will Owens' superb engine, non-overloading, exclusive HBY cast-iron hull, pleasure, or the skiff with an old 55's emergency strakes, will forced by four long hollow strakes as well as heavy hull framing. Skiff's big, 10-hp outboard power unit is a low speed, fuel efficient, 10-hp outboard. With the new HBY's Marine 95 engine at the helm, it's big in cruising speeds and low hull resistance, it's big in fuel economy. Skiff's stern, most of all, it's big in everything that makes a boat a boat. Owens could design her... build her... make her yours (or so little, on such low monthly rental).

Look right at that expanse of wide open, fun floor cockpit... with plenty of room for fishing parties, swimming parties, or just carefree sailing in the air. Look the owl at your choice of living arrangements in the "25" Sea Skiff's spacious cabin. Model 41, at right, provides a midship berth "below" a sleeping area. A second midship 7' by 6' by 6' sleeping area or more when "one end up" or floored up.

FLOOR PLAN, MODEL 42



FLOOR PLAN, MODEL 41



A triumph of Owens design is the "25" Sea Skiff's fast-flow cockpit, essential in the class and completely practical. The powerful 111-hp Flamingo Marine V8 engine is made the "Owens" in the words of...

YOUR OWENS stays young

Behold her sturdy resilience in the shoulders wide the first of the white-caps
out in the roughened! Feel her as she slides her proud lone head-on into a
long sweeping curve! There's smoothness for you! That "smooth" were"
never roaring across, right at you. Feel her as she gracefully lifts to its
irresistible crest and then slides softly down to the trough without that queer
jerking lunge that you might have to make were she a V-bottom boat. Now
.... aren't you glad she's the round-bottom type

A tricky turn-of-ship gives her heavy keel and tries awfully to twist her about
also ... but all you feel is an unobtrusive lift as she proudly flings salty spray
aside and beams smoothly on. Carry her into the harbor safely, ease up on the
steerage and let her angle straight to the pier.

Now, this is no commonplace motor yachting vessel today!





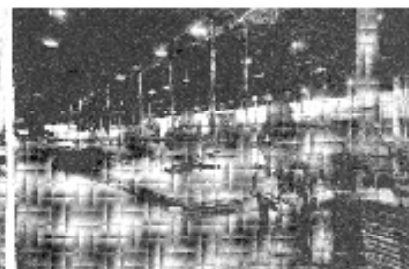
Pretesting of models to assure that the design embodies the best features of the past and the highest standards of the present through constant proving and improving.

Better working conditions enable workers to do better work. Here planning is performed in the easiest manner, and parts built in sub-assemblies out of the boat.



The world's largest cruiser plant located in a community of craftsmen, the Owens York plant has over 200,000 sq. ft. of floor space. Its large production volume makes possible mass production savings.

Difficult production jobs made easier. Cranes turn the completed hull for final assembly. Such savings are only possible with high volume.



Better production comes from many things—better factory layout, better equipment and placement, better flow of materials. A view in the mill.

On the .8 mile of final assembly line each craftsman is trained to perform a specific operation with unexcelled skill.



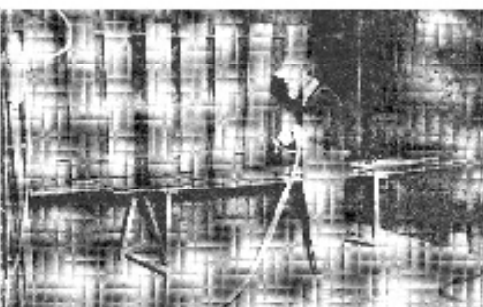
Value Leadership

Better assembly line methods, better research, and better engineering are the factors enabling Owens to achieve their one objective . . . better boats for more people. These combined factors of production "at work for you" make it possible for Owens to give you unsurpassed value regardless of price class in cruisers 26, 33, and 42, sportsmen 26, 33 and 42, and 26 utilities. Accept your friendly Owens dealer's invitation to inspect and compare the '49 Owens line. For additional information, write Owens Yacht Company, 101 Stansbury Road, Baltimore 22, Maryland.



One boat an hour rolls off the assembly line. Such volume reduces costs and gives you better values.

Tests get tougher—the boat gets better. Thoroughly tested with methods and controls that keep watch on the quality of production.



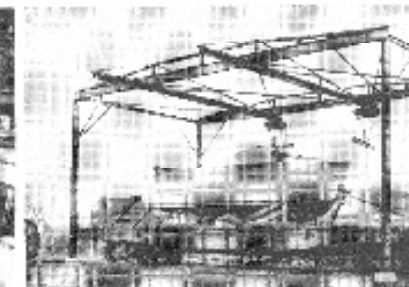
Inner excellence—Here trim parts are painted on all sides. When assembled on boat they are set in mastic compound prolonging life and preventing staining.

Better deliveries—Owens production is planned to make all sizes and types available so Flagship buyers can get their boats when wanted.



Refined durable finish—Many times harder and thicker than chrome. Greatly lower maintenance cost than chrome, having a luster of styling in refined taste.

Complete shipping facilities—Truck, rail or ocean steamer to deliver to you the finest boats that are practical to produce.



The Invisible Ingredient In Boatbuilding

BECAUSE a stock boat carries a relatively economical price tag, people frequently lose sight of the ingredients that make it a quality item. The excellence of the boat, its character, performance and durability, is established by the creative thinking and seasoned experience of the people behind the production line—long before the hull is laid down in the factory. True, the manufacturing process must be efficient, skilled and well-controlled; but this is still merely the “process” and the end result is only as good as the thinking and planning that precedes manufacturing.

To give you a broader appreciation of what actually happens when a new boat is “created,” we take you behind the scenes at one of the major boat manufacturers. Here at the Owens Yacht Division of the Brunswick Corporation you will see how designers, engineers, top management and manufacturing supervisors—painstakingly and imaginatively—developed their line of “stock” boats for 1962.

In the engineering department Norman Owens stimulates the creative thinking that produces new shapes, new concepts for 1962.



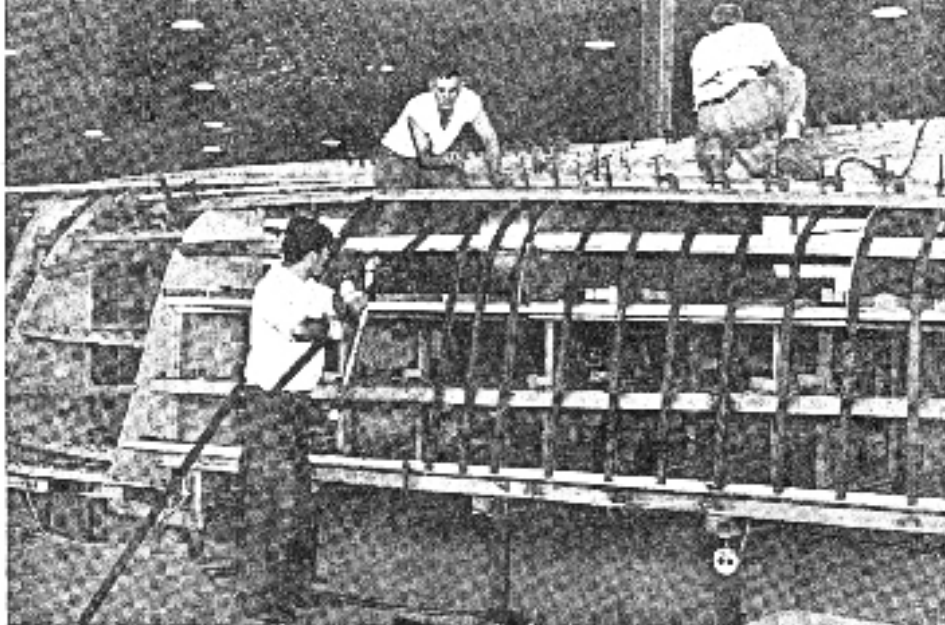
ISLAND GIRL BY JACK OWENS

BOARDING WAY
TO FORD DECK
PAT PEND



Right: Hull construction starts upside-down, resulting in faster production, better construction, lower cost. Note steel framework on which hull is built

Below: The keel assembly — first step in building an Owens 33-foot Flagship. Parts are pre-cut, assembled, and formed on this steel jig, then transferred to the hull assembly jig



A Boat

sembly line. Because all experimental work and pre-production testing of new Owens models is done at the parent Owens Yacht Company's plant at Dundalk, located on Chesapeake Bay near Baltimore, there was no real necessity for the York plant to be located near water.

Except for the final water tank test, production of new Owens models is strictly a dry land manufacturing operation. And further, York is not far from tidewater, so that delivery anywhere along the Eastern seaboard is not a difficult problem from a transportation standpoint.

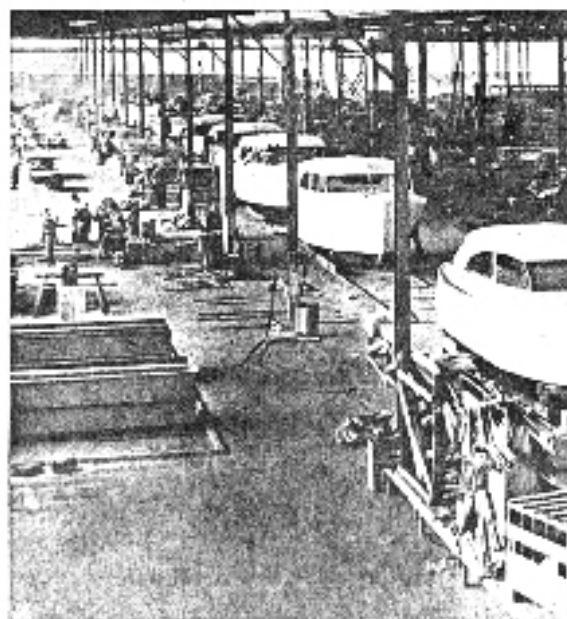
Production of Owens' 42 foot three cabin Flagship and a custom-built sailing yacht continue at the Dundalk plant.

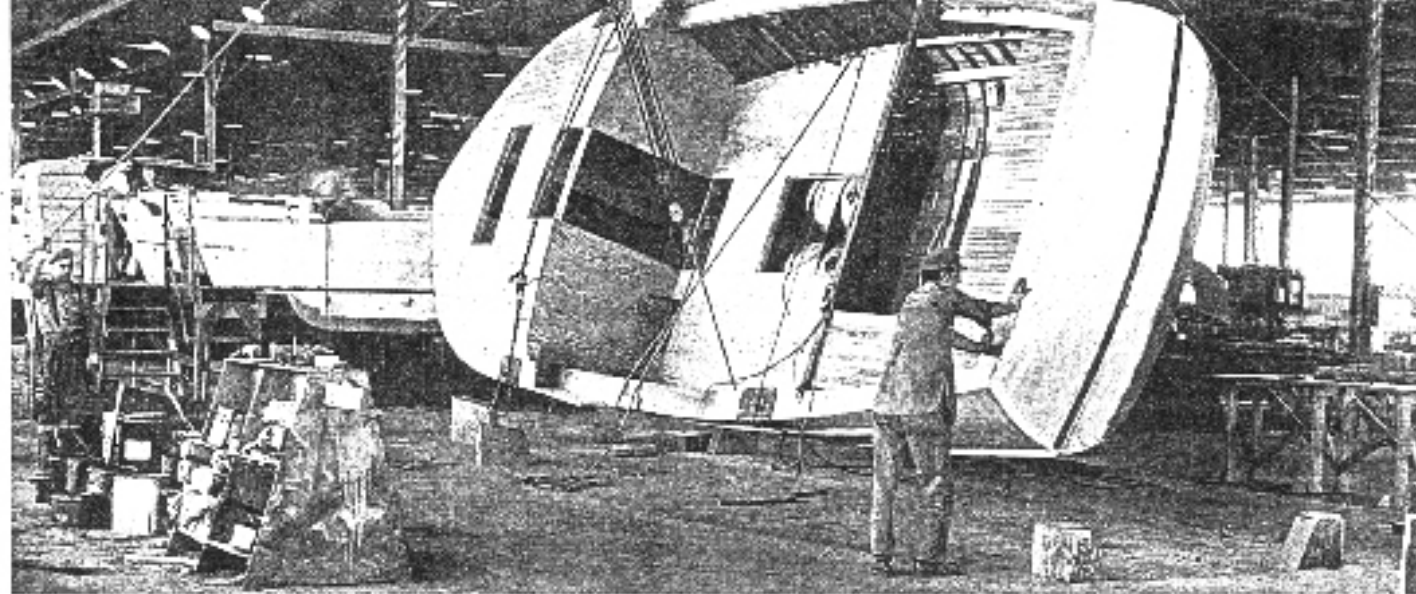
The York plant—a sixth of a mile long and 280 feet wide—is well equipped with cranes for handling the boats and subassemblies. Latest model air duct sup-

of the industrial city of York, Pennsylvania (close by the spot at which the first steel boat in the United States was built last century) the Owens Yacht Company, Inc., is now producing, on an assembly line basis, Owens Flagships which are heavier and sturdier than ever before. Assembly lines are designed for a minimum output of four cruisers a day.

Revolutionary feature of this new plant is the fact that boats are launched and fully tested in large indoor tanks at the end of each as-

Below: Progressing along the 800-foot assembly line, finishing operations are started. Parts and materials flow to the assembly lines, which can be geared to mass production at the rate of one boat every hour





Every Hour

OWENS' ASSEMBLY LINES GEARED TO MASS PRODUCE
FLAGSHIPS AT THAT RATE, AT PEAK CAPACITY

ply lines are available, and power tools can be attached to interchangeable plugs anywhere in the plant.

Unlike older methods of boat-building, the Owens method is to pass the boat along from one work station to another on a regular automobile-style assembly line with trained specialists at each work station doing one operation only, and with sub-assemblies and parts flowing in from the sides at the proper points in the assembly line.

The plant set-up, at York, includes two pairs of 800-foot assembly lines on each side of the building—two lines handling the 27-foot one-cabin Flagship, and the other two lines turning out the 33-foot two-cabin Flagship. Parts are channeled at right angles into the assembly lines from

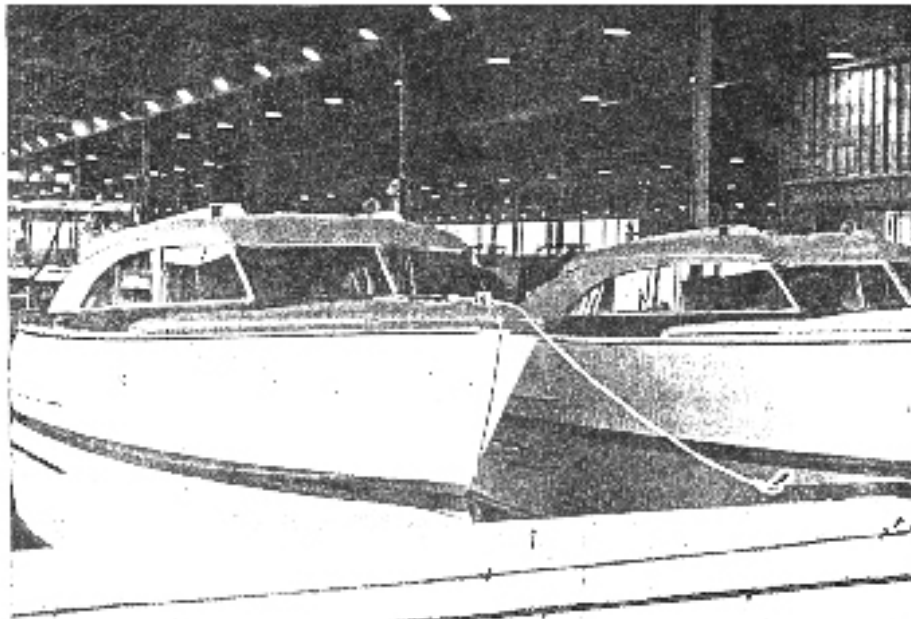
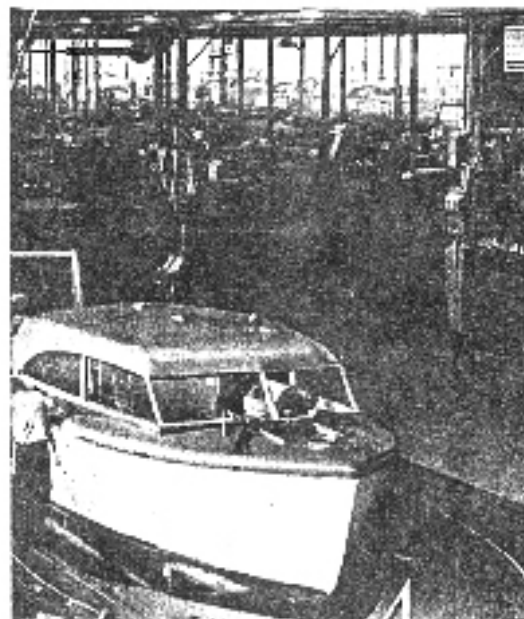
Above: Ready for the cabin, the hull is turned over—a one-man operation. Note rigid construction, bulkheads, decks and cross members integral with hull.

Center, below: Four assembly lines have been provided for. Here, in the foreground, 27-foot Flagships are seen approaching completion. Sectional platform at convenient height speeds the work.

Below: Off the assembly line—and into an indoor test tank! Tests of hull and engine can be made summer or winter, regardless of weather. Two 27-footers are shown here in the tank.

storerooms located at strategic points along the outside walls of the plant, and these storerooms are restocked directly from outside entrances and unloading platforms at these points.

From conveniently located sub-assembly stations in the center of the plant, cabin tops, forward decks, and other separately fabricated units are fed or conveyed to both pairs of production lines. Plant equipment includes the latest in automatic woodworking machinery. Completely automatic rip-saws, belt-type sanders, multiple boring machines, and rip-saws of all kinds and sizes dot the sub-assembly section of the plant. This eliminates a lot of woodworking ordinarily done by hand, increasing efficiency and production rates. (Continued on page 76)



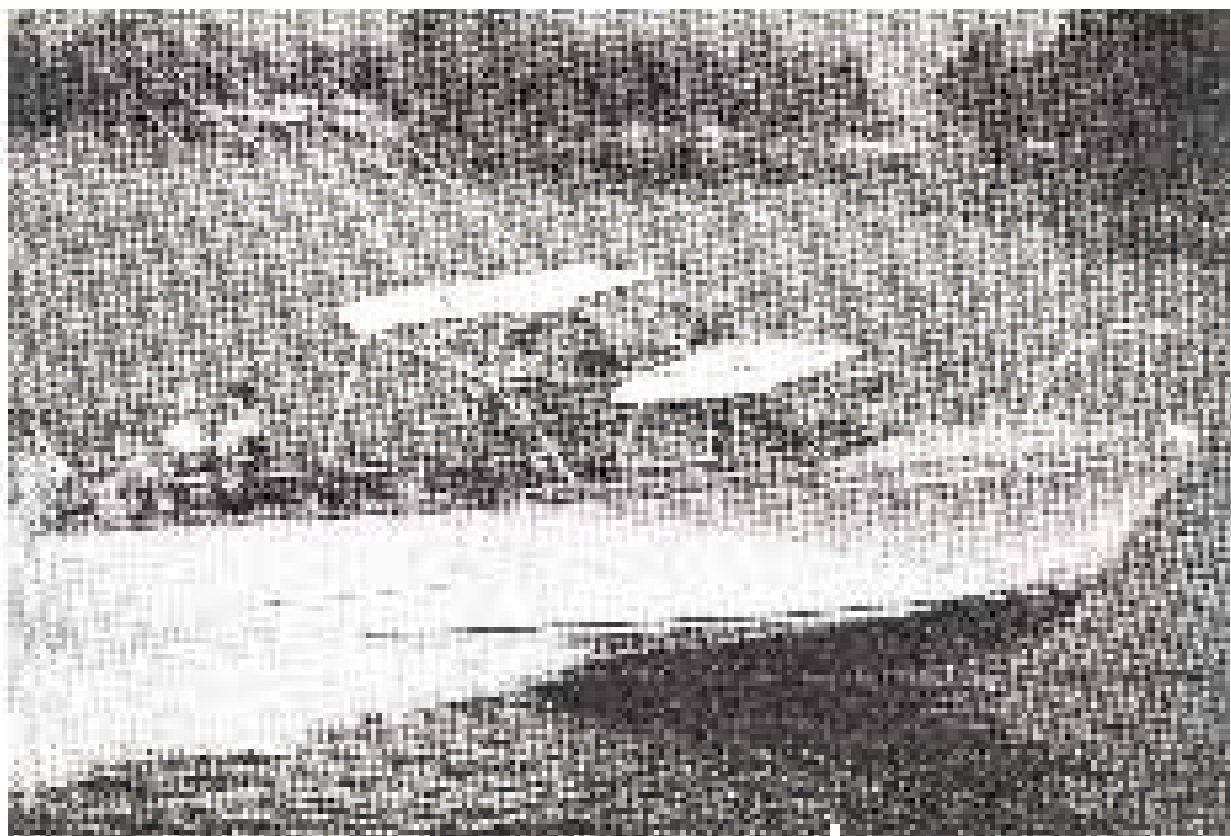


DESIGNED, BUILT AND FINISHED TO OUTCLASS ANY COMPARABLE LAPSTRAKE BOAT AFLOAT!

OWENS

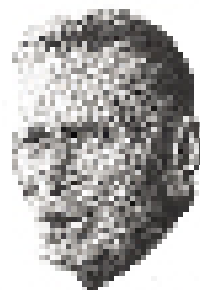
"29" SEA SKIFFS

• SPORT FISHERMAN • DELUXE EXPRESS CRUISER



OWENS SEA SKILLS 26' is the most popular boat in the world.

"That Owens family builds Sea Skills the way boats ought to be built!"



The design of Owens Sea Skills boats is the result of an experience of more than 40 years in the boat building business. Owens Sea Skills boats are built using the finest materials and the most advanced construction techniques. They are built to last, and they are built to be fun. They are built to be the way boats ought to be built.

You'll recognize Owens Sea Skills by their wide, flat, low profile hull, which makes them easy to maneuver and easy to dock. They are built to be the way boats ought to be built.

OWENS

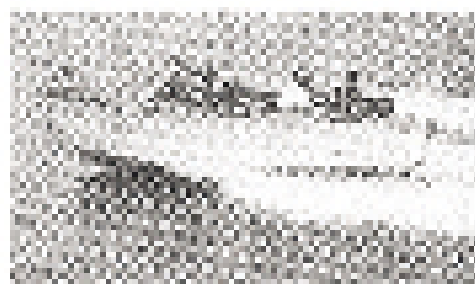
SEA SKILLS

The most popular boat in the world. The most fun to own. The most fun to sail.

OWENS SEA SKILLS 26' is the most popular boat in the world. It's built to last, and it's built to be fun. It's built to be the way boats ought to be built.



OWENS SEA SKILLS 26' is the most popular boat in the world. It's built to last, and it's built to be fun. It's built to be the way boats ought to be built.



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CHAPTER 10

1958 to 1959 - THE CHANGING YEARS

THE MERGE

Big Business Meets Big Business



THE MAN'S BOAT THE WOMEN WANT TOO!



OWENS
QUALITY

25'

Sea Skiff
OF LUXE EXPRESS CRUISER

In 1958 and 1959, we were growing very fast. Our new models and engines had become the talk of the industry and with the maturing of our sales efforts we truly had good dealers in the waters where our boats were best suited.

In the fall of every year, we would prepare a plan of sales and production for the model year that ran annually from September to August.

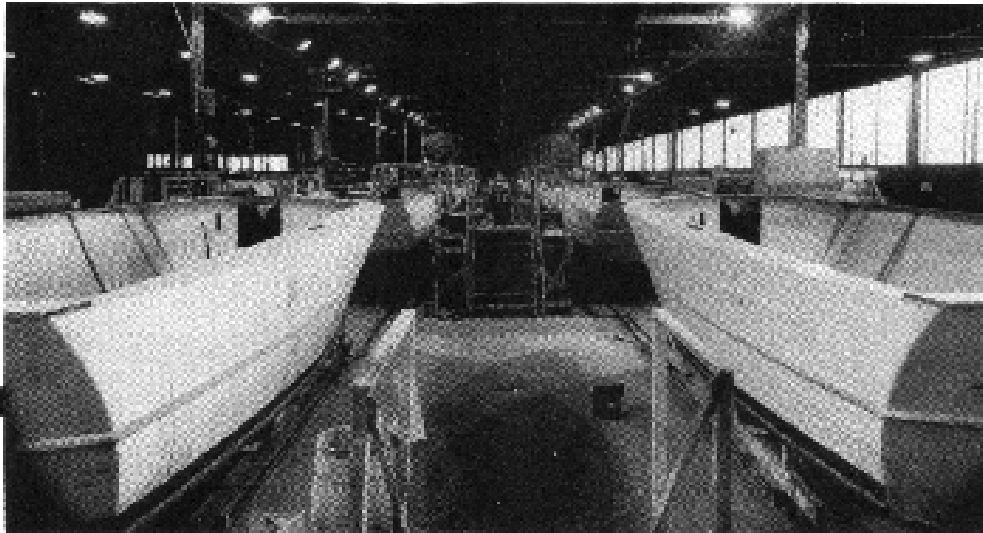
The annual dealer's introduction to the new models was held at the offices in Baltimore in early September where the new products were displayed in the water for "hands on" contact with the boats. We informed them of the promotion programs and incentives available and established sales goals for every dealer.

Each dealer would write orders for the units they were planning to sell and the delivery time they anticipated. From this data we would prepare a budget for production and capital. Because of the seasonality of boating we were forced to build inventories of finished boats in the fall and winter months and store them in our yards until the dealer could take them. This naturally required large amounts of capital to be tied up. By 1959 our bankers advised us that it would be wise to have available a source of capital bigger than the company had to provide for growth and also enough to support a year where national production sales would be slow.

We were acquainted with Cornelius Shields from our sailing days. He was the principal in Shields & Company, New York Stock Brokers. They suggested an initial offering of 20 percent of the company which was agreeable. The stock was issued at \$8.00 a share and was sold and shortly rose to \$12.00.

The publicity of the offering was positive for us because a new set of people became aware of Owens and the boating business. I believe we were the only pure boat builder whose stock was available to the public up to that time.

WHAT THE BACKING OF A BIG COMPANY MEANS . . .



In a lot of our letters and conversations, you have heard us mention "*the advantages of a big company*". Recently, we have had a number of people call our bluff on this statement with a question, "*If the products are of equal quality, what possible advantage can a big company have over a smaller company?*" Well, let's examine this question. First of all, we'd like to make the flat statement that, although we do not believe in "knocking" anybody's product, we are *proud* to state that we have never found a small manufacturer who was in the position to offer *all* of the qualities in *every respect* that can be found in an Owens Flagship! Above and beyond any question of quality of product, there are some very *definite* advantages that a big company offers over a smaller company . . . and we believe that these advantages are very important to an aggressive, merchandising-minded Marine Dealer! Here are five of what we feel are the most important . . .

1. *Greater profit possibilities*—The Owens Yacht Company, because of its large size, is able to produce and sell boats in considerable quantities, thus being able to reduce the unit cost of each model and at the same time maintain high standards of production quality. This is the main reason that we are able to offer you, the dealer, the *extra* discounts that come to you with our Franchise!

2. *A complete rounded line*—Another advantage of large scale production with ample capital to back it up, is that it enables us to present you with a line broad enough to cover the major part of your market. With the basic Owens Flagship line for 1956, our production versatility enables us to supply model variations satisfying 87% of the total possible market demand in your trade area. Even with this wide appeal, this same versatility of line keeps it from being so broad and duplicating as to make stocking impossible on your part.

3. *A dependable source of supply*—Being one of the largest

manufacturers in the Boating Industry, the Owens Yacht Company has the financial ability to manufacture models well in advance of current demand. This enables us to assure you of being always able to deliver any model in our line in as great a quantity as you may need.

4. *A good, modern, up-to-date product*—The sound capitalization of a large company also means that ample funds are available to constantly maintain research in engineering, production, style, design and quality. The Owens Yacht Company has ample financial ability to maintain a year-round program that is devoted entirely to constantly improving our line and individual models, thus assuring you of always being able to offer the best to your customers!

5. *A sound Franchise Agreement*—Your Owens Company Franchise is definitely *not* available to every "Tom, Dick and Harry" who act as "catalog salesmen", whose product inventory and display consists of "a piece of literature and a price list", whose total investment in the Franchise is storage-space for said piece of literature and price list! The type of business man to whom "cost plus \$20" looks like a "a good deal" on a 2, 3, 5 or 10,000 dollar sale, is not the kind of business man you will find holding an Owens Franchise! We are big enough to be able to afford to be selective and place our Franchises with only those dealers who are real businessmen. There are all together too many "fly-by-night" dealers representing small companies who make it impossible for a good dealer, who sells and services his product, to do a good job either for his customer, himself or his factory.

These are just a few reasons why we feel that your association with a big company doing a big business over a big territory has a tremendous advantage over any other connection. We sincerely hope that you feel the same way and we urge you to exploit these advantages to make more profit for your pocket.

For years it was the practice of Norman and myself to take photos of the boat show in New York. We imaged the details of all boats that seemed to reflect some thing new. In 1958 Evenrude had an exhibit by Brooks Stevens on a concept of an Outboard boat. It showed many novel features. We felt that it would be good to get a designer to work on our new models for 1959 to see if we could use their ideas for that year.

Raymond Loewy came to mind, as he was renowned for his work with Studebaker. I wrote a letter to their N.Y. office. We, shortly, received a reply saying that they would be interested to work on boat designs with us. They gave me a man to call and we made arrangements to meet at our plant in Baltimore. The man they sent was well qualified and Norman and I spent all day with him. He had a Leica camera and took many pictures.

The following week he asked us to come to New York and look at his work. This we did and narrowed the sketches down to a workable level. We worked in the office from about 9 a.m. until 2:30 p.m. He then took us to lunch, the old fashioned, way with a 2 martini lunch. This ended the day for us, he went back to work. We needed the work pronto because this was January 1958 and production would start in August for the September Owens Annual Dealers Regatta. In two weeks he gave us enough to go to finish drawings and the mold loft.

His designs were outstanding, filled with fresh and new trends. The big distinction was a large porthole in the cabin side and a cantilevered cabin deck supported by a strong Saddle base. We were able to incorporate these features in the whole cruiser line from the 21 ft. to the 42 ft. Owens boats were easily differentiated and distinctive from other builders. They had a world-class touch of refinement

reminiscent of the admirals' barge on old British ships.

The Owens Regatta in September 1958 was a knock out. We signed on some new dealers and our sales books were loaded. At the time Wall Street took notice and I was called by many brokers asking if they could go public with a small issue of our stock.?



'30' FLAGSHIP EXPRESS

Owens' "Express" '30' Flagship Express likes people . . . and people like her. Who wouldn't . . . a twin-engine, six-seater that's double-planked from keel to sheer—and designed to sail for less than most boats of comparable hull length. Here's the maximum in size, quality and accommodations at a truly remarkable price.

24 express 26 express 28 express 30 express



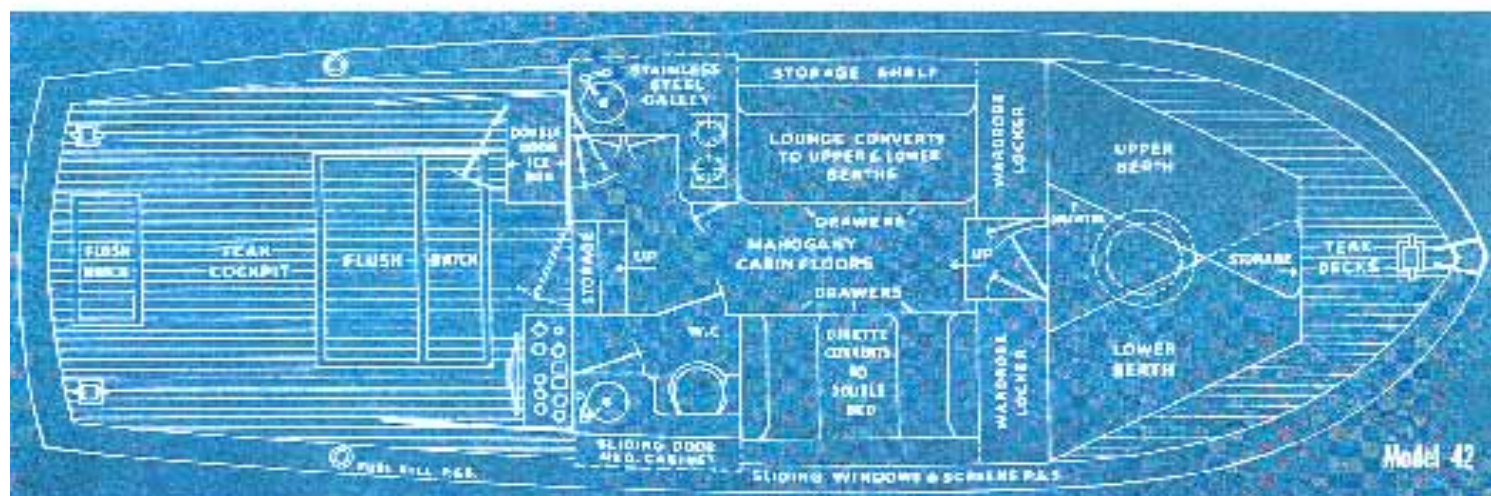
Literally years ahead in hull design, V8 power, indoor and outdoor living space!

OWENS "35" EXPRESS YACHTS — "29" EXPRESS YACHTS



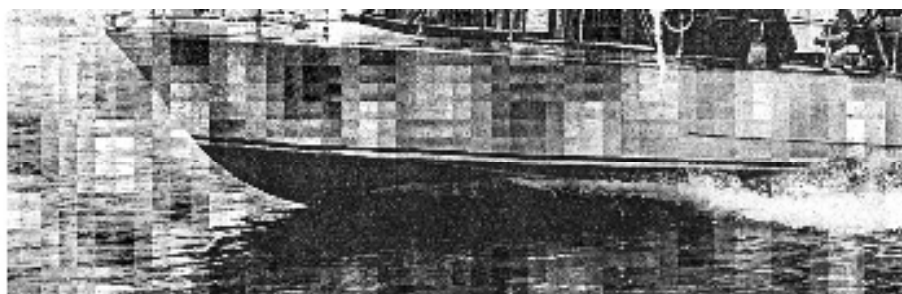
TYPICAL SPECIFICATIONS

Length	34'6" centerline	Cabin headroom	(6'8" Model 42)
Beam	12'1"		(6'1" Model 41)
Freeboard		Fuel capacity	120 gallons, monel tank
Forward	4'10"	Fresh water capas.	30 gallons, non ferrous tank
Aft	3'10"	Frames	Philippine mahogany
Engines	200 hp twin-screw Flagship Marine V8, hydraulic gearshift	Hullsides & bottom	($\frac{3}{4}$, 1 $\frac{1}{2}$, 2 $\frac{3}{4}$) Double planked, Philippine mahogany
		Fastenings	All brass or bronze
		Decks	Siamese teak



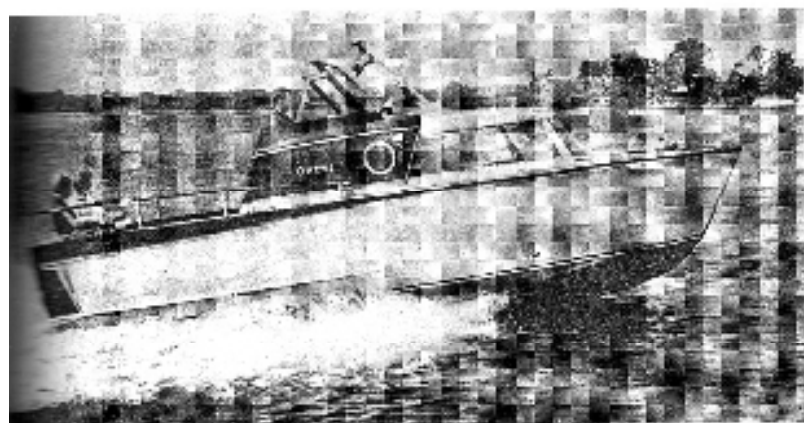
OWENS

UNVEILS 1959 MODELS



THE "28" DELUXE FLAGSHIP CRUISER

*Presents 19 new boats
ranging from
spirited fiberglass outboards
to swank, seagoing cruisers*



A SPEEDSHIP MODEL—THE "2600" CRUISER

THIS month, Owens Yacht Company, Inc., of more, Maryland, unveils its new lines for 1959. of the country's oldest and largest pleasure boat i facturers, Owens this year introduces the most sive range of motorboats in its history. Every from "15" fiberglass outboards to luxurious 35' ers—all restyled to win the approval of Ame motorboat enthusiasts.

These new Owen boats will now comprise separate lines—Fleetships, Speedships and Flag

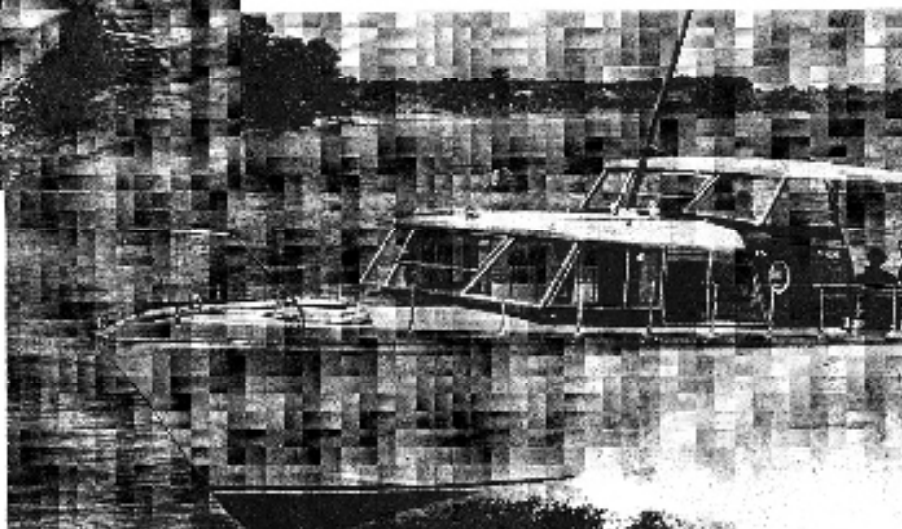
The Fleetship line includes the widest range of glass outboards ever offered by Owens. Style designer Brooks Stevens, they combine good fast looks with functional advantages and comfort. two-tone colors—distinctive red, blue, yellow or deck on white hull—impregnated into the fiber are virtually free from maintenance.

Each of these boats is made with expensive glass material, chemically controlled and conti inspected during construction to assure strengt uniformity. A double (Continued on next



"17" FLEETSHIP TWINPORT

ANOTHER FLAGSHIP MODEL—
THE "35" DELUXE CRUISER

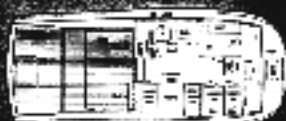


Concorde Yacht Guide!

Select the right Concorde for you! Choose from this handy buying guide the type of boat and interior plan that meets your particular boating needs. There's a Concorde for every purse and purpose!



Concorde 37 Motor Yacht



Concorde 42 30' R/Rhaman



Concorde 44 Motor Yacht



Concorde 46 Motor Yacht



Concorde 48 Motor Yacht



Concorde 50 Motor Yacht



Concorde 52 Motor Yacht



Concorde 40 Double Cabin



Concorde 34 Bridge Deck Boat



Concorde 36 Motor Yacht



Concorde 38 Motor Yacht

OWENS YACHT DIVISION
Brunswick CORPORATION

BALTIMORE 22, MARYLAND

Concorde
YACHTS BY TEST CORPORATION
Baltimore, Md. 21222



7. Flybridge, with 360 degree visibility, permits complete control of your boat at all times. 8. Main cabin is a comfortable dining area, spacious salon and sleeping quarters. 9. Private forward stateroom sleeps two on single-bed size innerspring mattresses. 10. Roomy head features a shower stall and separate doors to each cabin. 11. A wide transom platform with boarding ladder is a bonus. 6. Optional radar system is of an advanced design.



When it comes to elegance, everybody's in the same great boat. CONCORDE 40! The sleek, uncluttered new fiberglass seven that's years ahead of her time and leaves nothing ashore. She's an exceptionally fine performer in any sea. Features a walk-in long no room and storage for 50 to 100% more fuel and water than is customarily standard on competitive boats of this size. The CONCORDE 40 has a central vacuum cleaning system, plus built-in ducts to facilitate heating and air conditioning. She's a teak-trimmed, floating penthouse, with color-keyed interiors. The exterior of the hull is a heavy, impregnated gel-coat finish, not painted; a hard lay-up laminate with 18-ply at points of stress, resulting in a high-impact fiberglass. The CONCORDE 40 sets her own standard. Clean. Confident. There's just no such thing as an ordinary day. Not in the life of a CONCORDE 40. Other models in the CONCORDE line: 21' Express, 27' Fisherman, 33' Sports Fisherman, 35' Express, 36' Sedan.

Concorde ...the custom line of fiberglass by OWENS.

A product of Owens Yacht Division/Brunswick Corporation/Baltimore, Maryland 21222



They just keep ROLLING ALONG!

Inside that vast, sprawling plant at Dundalk, Maryland, there's a 1,000-foot assembly line that's launching one of these chrome and mahogany smoothies every *seven hours*.

Owens has pioneered again. The automobile assembly-line method of manufacturing has arrived in the yachting field. You know its advantages. No need to tell you that it slashes costs at the same time it boosts quality. Everyone knows that.

Today the Owens plant is the *largest in the nation* devoted exclusively to cruisers of the 30' class.

You might as well own the leader. Don't you think it's a good way of following your heart as well as your head?

CHARLES C. OWENS

Who sailed, designed, built and loved boats—and who inspired in us, long ago, honor, integrity, and a progressive spirit in the old art of boat building



A touch here and there . . . a "see-figh" and one of these shining beauties is yours!

Place the entire assembly line in use and it would be taller than a Victory building!

These are the 30' cruisers that you've managed and built!

Paths are formed near full-sized steel needles for precise accuracy.

Alone or gone to the yard . . . or across from a sturdy oak.

All interests are incorporated on one length of board . . . giving you delivery when you want it!

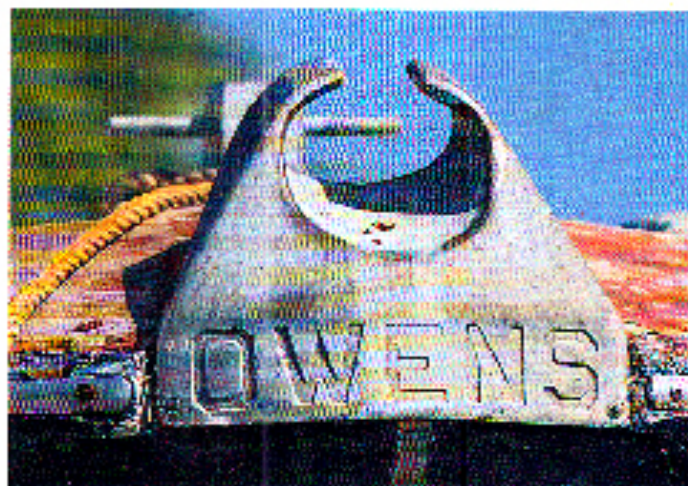
Everyman's Powerboat

VINTAGE OWENS POWERBOATS, ONCE MASS PRODUCED IN BALTIMORE BY THE TENS OF THOUSANDS, HAVE PATIENTLY ENDURED THE INDIKNITY OF BEING FAR LESS VENERATED THAN THE BRIGHT-Glamour boats from firms such as Chris Craft, Richardson, Trumpy, Elco, and Matthews. They were the Bucks of the Boating World, not the Cadillacs.

With maybe a couple hundred in use on the Bay, this classic local breed still chugs along in relative obscurity, and when they come across one another it's a real event. This summer, though, they finally got their 15 minutes of fame. Several Owens boats proudly gathered together to take a well-deserved bow before a hundred Owens aficionados who rendezvoused and formed the first Owens Yacht Club. Most appropriately, this nautically historic nautical event was held at the Chesapeake Bay Maritime Museum in St. Michaels, Md., as part of its ninth annual Antique and Classic Boat Festival.

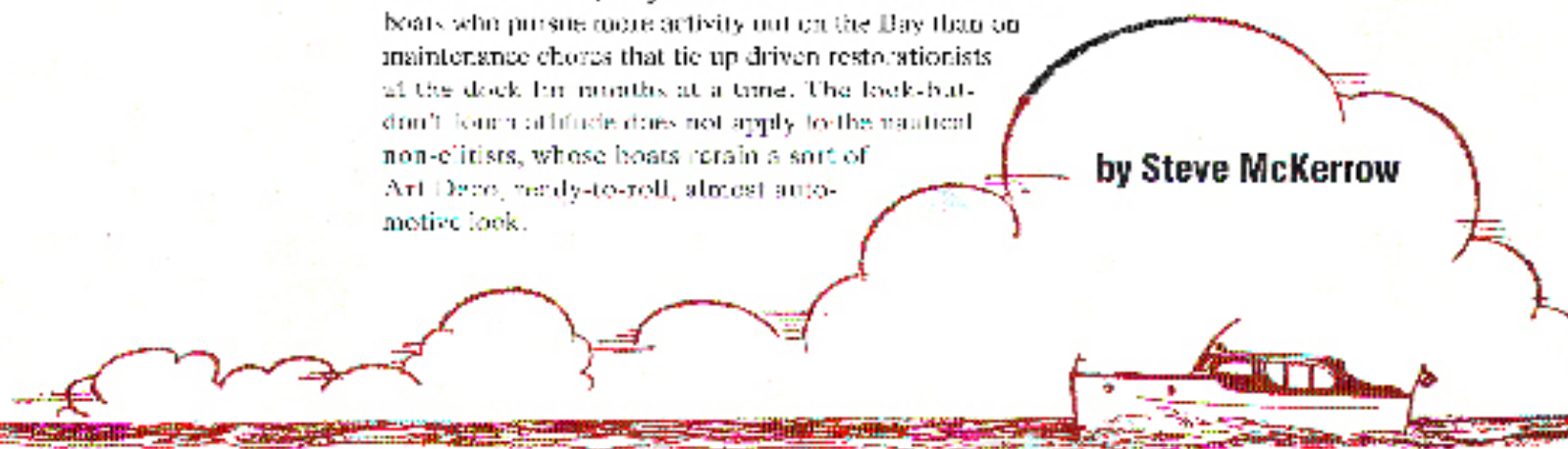
Bay boaters loyal to Owens cabin cruisers still roam the Chesapeake in their classic woodies. This summer, these Bay-built production boats finally got the recognition they deserve.

Owens yachts don't quite seem to fit into the museum scenario in the classic sense of boat festivals and restorations. Ironically, one reason for the relative lack of prominence of the Owens name in preservation and classic boat circles is the fact that most Owens owners are not fussy spit-and-polish collector types. A nautic boat show trophy hunters, or ego-driven exhibitionists. Rather, they are enthusiastic *users* of their old boats who pursue more activity out on the Bay than on maintenance chores that tie up driven restorationists at the dock for months at a time. The look-but-don't-touch attitude does not apply to the nautical non-elitists, whose boats retain a sort of Art Deco, ready-to-roll, almost automotive look.



JOHN H. HALL

by Steve McKerrow





LEFT: OWENS IN A BOAT



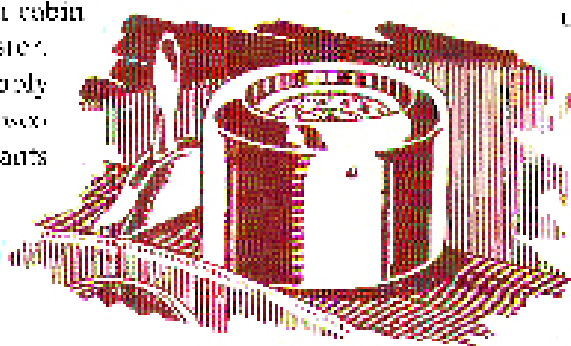
A few Owens powerboats lined up for inspection (above) at the first official reunion of Owens yachts at the Chesapeake Bay Maritime Museum in St. Michaels. Mr. Owens brothers Jack (left, wearing straw hat) and Norman were the guests of honor at the mid-June gathering.

The company initially surpassed the market leader in sales of boats in the 30- to 40-foot range, according to former company president Jack Owens, of Gibson Island, Md., who played a major role in the first reunion.

Targeted to the middle-class family market as "water boats for more people," the 25-foot Express Cruiser of '56, for example, was marketed as "available for as little as \$118 a month." In '30, a Depression year, one could buy a 28-foot Owens cabin cruiser for \$2,385, a 26-foot cruiser for \$1,850, or a 20-foot double-cockpit runabout for \$980. These boats were not slapped together from a snap-together kit; they were mahogany-planked over white oak frames and bronze fastened by skilled craftsmen.

The mid-June meeting recognized the Owens Yacht Company for its unique but unheralded position as a kind of marine treasure of the Bay. Over more than three decades, from the mid-1930s to the mid-'60s, Owens produced some 30,000 boats, most of them cabin cruisers for the average recreational boater. They rolled out of automobile-type assembly lines from the principal factory off the Patuxent River in Deer Creek, and from additional plants in York, Pa., and Tell City, Ind.

Through the '50s, Owens Yachts ranked second only to Chris-Craft in sales volumes among U.S. boat manufacturing firms.



"Bright chrome binnacle and lighted compass ... just like on million-dollar yachts."

FROM A 1984 OWENS CO.

Among other innovations, the company was the first to adapt the assembly-line methods and mass-marketing techniques of the automobile industry to marine manufacturing. The Owens firm also claimed to be the first to use the V-8 engine for motor cruiser power.

In St. Michaels this year, Owens administrators met with members of the Owens family and former Owens workers. Their shared goal was to bring together owners who have put hundreds of these yachts afloat at a remarkable level of everyday use throughout the nation and in Canada. Organizer of the rendezvous was Ginger Marshall Mantus, New Jersey-based nautical writer and self-admitted "old salt."

Surviving brothers Jack and Norman Owens and sister Polly (who posed on the bows of Owens boats as a model in early brochures) welcomed registrants who own or are credited in Owens vessels, as well as former officers and employees of the Baltimore boat factory. The Mrs. Owens Yacht Registry, compiled for distribution at the show, listed

Through the 1950s, Owens yachts ranked second only to Chris Craft in sales volumes among U.S. boat manufacturing firms.

about 150 listings, with owners as far afield as the West Coast. The organization also made plans to circulate a newsletter and hold annual get-togethers. Jack Owens consulted with museum officials about a possibility of finding a well-kept Owens cruiser that might be donated to the museum as a permanent exhibit commemorating what was once the largest pleasure-boatbuilding operation on the Chesapeake.

"We feel like latecomers in this boat collecting business," conceded Jack Owens, the youngest of three brothers who took over the boatbuild-

"All-mahogany signal mast... adds that touch of dash and verve that proclaims, 'THIS is an OWENS!'"—*Wendell*

ing company that their father, Charles, originally founded in 1925 in Annapolis.

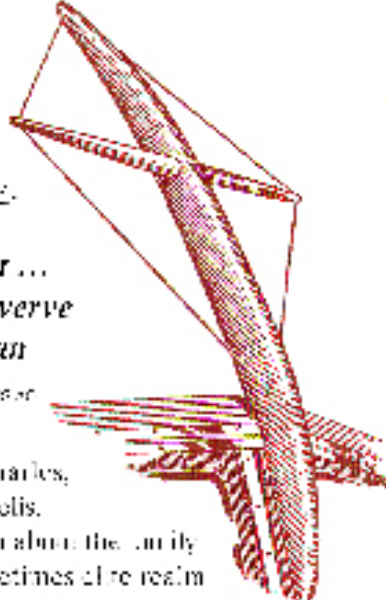
Molly was a "little mahogony" about the family business' lack of renown in the sometimes dreary realm of boat preservation. "Hunting his or any always target, about Owens... It's been kept a secret for 35 years."

Messing about in boats—especially Owens boats—is often a family affair. For some Owens lies have a longer, more binding reach than others.

Tom Bonbrat's 1961 27-foot Deuce Sea Skiff named *Red Jay*, for example, reminds him of his childhood, when he visited his grandparents' summer cottage at Cassapoke Beach, Md. Young Tom went along with his father on weekly fishing trips from there.

A white-classed automobile cruiser in Carthensburg, Md., Bonbrat operates his boat out of Deal, Md. He fishes often, turning the boat about 250 hours a year. He especially appreciates the wide aftdeck of the 27-footer, he has owned for six years. The trimmy cruiser offers comfortable accommodations for four.

"I have been on a lot of boats in my day, but I really got involved with the Owens," he said, leaning against the



Owens boats were built of wood in the tens of thousands on an automobile-like assembly line. An estimated 200 still survive around the Bay, such as the Owens pictured here that made it to the reunion and took part in a parade of classic boats.



helm of the single-screw cruiser during a Miles River photo opportunity at the reunion, he chuckled: "Man, this is what it's all about! This is an old-fashioned, American-built boat. It's

"Searchlight, completely cabin-controlled ... adds hours of boat-pleasure to your leisure time."

—OWENS

like having a favorite old car. You get tired out of owning and using it."

Robert B. Malone's boat, a 1964 40-foot Tahitian cruiser named *Bo-Nan-Do*, has been in his family for 27 years, spanning four generations. And William P. Flanigan has kept tabs on his graceful 1951 cabin cruiser, *Freddie*, through two previous owners, ever since it came off a Baltimore assembly line.

"I'm not interested in the spit and polish thing," said Malone. "I'm interested in the quality of the construction and the exchange of ideas that relate to my Owens." A national liaison committee officer of the U.S. Power Squadsmen, he has maintained his handsome, low-slung vessel since '69. Although he lives in Arlington, Va., Malone keeps it in Solomons, Md.

One of his boat's unusual features is a space-saving "Murphy-style" bed that stows upright and folds out from the forward bulkhead of the main salon.

A relatively recent Owens convert at the rendezvous was Pat Patterson of New Bloomfield, Pa., who keeps his '68 Owens lapress *Blue Bird*

"This is an old-fashioned, American-built boat. It's like having a favorite old car," says Tom Bonbrest.

in Crab Alley Creek on Kent Island, Md. "I like this wooden boat better than any plastic boat I've ever had," he said.

He has had the Owens for three years and co-owns it with a friend, Mike Shoop, who took the boat in trade at his Pennsylvania boat dealership, Big Bee Boats. "A classic boat like this is a head-turner," he said. "It handles great and is very forgiving." He finds the solid feel of a wooden hull reassuring whenever he gets caught in the Bay's sometimes nasty squalls. Illustrating the many nice design touches of the Owens line, his model has a port-side cabin seat in the main salon whose back folds upward to form an unusual bunk bed.

Another Pennsylvania owner is George Hazzard, of Conshohocken, who keeps his boat on the Susquehanna River. The son of a boatbuilder, he bought his 1956 35-foot

Flanigan model, appropriately named *Flagship*, in part for its unusual headroom. He and several others formed a partnership to acquire the boat 10 years ago. "We're all taller than six feet, and on most of the boats we were in we had to hunch around in a semi-crouched position all the time," he said.

The Owens yacht with the longest continuous pedigree at the happy gathering (with an unbroken connection to the Owens factory) was William Flanigan's *Freddie*. An official of P. Flanigan & Sons Paving Company, he operates the boat out of Gibson Island, his longtime summer home.

The vessel's history goes back to '54. Flanigan recalled, to a time when he taught junior sailing programs at the island. One of his students was Chick Owens, son of the eldest Owens Company brother, Chuck, who ran the firm's marketing department. Rather than shuttle the boy back and forth from Baltimore, Chuck took a boat off the assembly line and brought it to the island as a floating apartment for his son to use during the week. He also persuaded a friend whose son was in the sailing program to do the same with another new Owens. That was *Freddie*. Flanigan's cousin subsequently bought it and kept it at Gibson Island for years before Flanigan acquired it in '72.

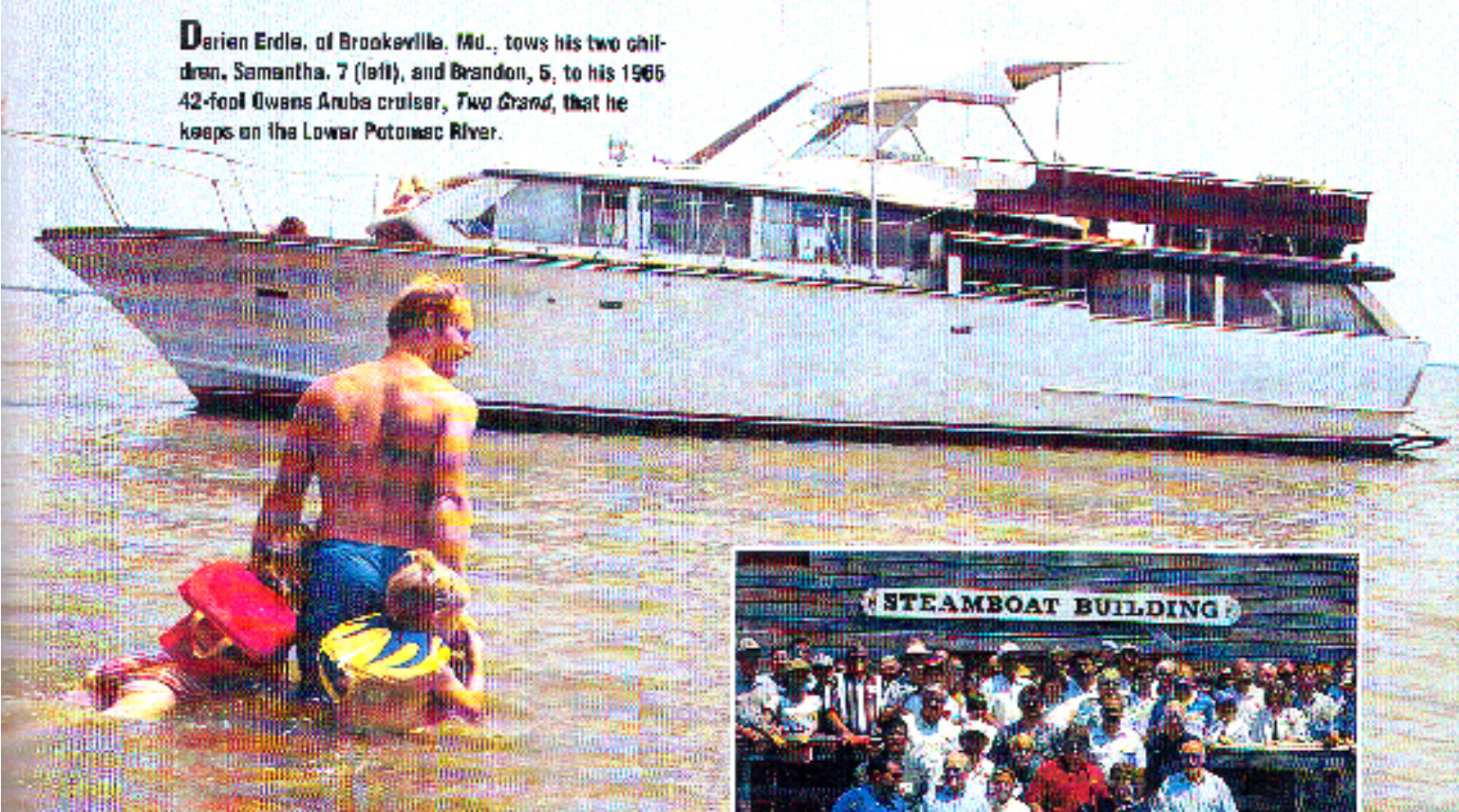
THE OWENS 40-Footer



There is room enough in the main salon of Robert B. Malone's 1964 Tahitian cruiser, *Bo-Nan-Do*, to eat, play, and congregate. His 40-footer has been in the family for 27 years.

"The old girl's 40 years old and has been at the island since shortly after the day she was built," Flanigan noted. "She goes out fishing a lot and takes parties on Saturday and Sunday day cruises. The boat's air cockpit was modified to accommodate a rack for a Penguin sailing dinghy. We haven't really spent a whole lot of money restoring it," he said, noting that covered winter storage on land and boathouse berthing is the key to properly maintaining and preserving a wooden boat.

Derien Erdle, of Brooksville, Md., tows his two children, Samantha, 7 (left), and Brandon, 5, to his 1966 42-foot Owens Anuba cruiser, *Two Grand*, that he keeps on the Lower Potomac River.



A group of Owens past and present owners, admirers, and former workers and officers of the Owens company pose for the first official group photograph of the first Owens Yacht Club.

Building a boat is fascinating but intensely skillful work," wrote Jack Owens in the prologue to "Owens Brothers—Pioneer Boat Builders," an informal publication about the company that he helped operate for more than 30 years. He noted that when they converted to fiberglass in the '60s, some of the romance of boat building was lost forever.

"The structure of a wooden boat is a marvel of art. Look at the hull from the inside before the decks are built, and you see the strong oak ribs, named from the human anatomy, fastened to the rare mahogany longitudinal planking, and you know that craftsmen have been at work. It is particularly pleasing to see a varnished mahogany hull with teak decks and lovely cabinetwork equal to fine furniture. ... It was truly a labor of love."

The Owens Yacht Company got its start with the dreams of founder Charles Owens, a native of Annapolis who managed the Midwest offices of the Westinghouse Corporation. A widower at the age of 30 in '25, Charles left the corporate business, built a 38-foot cutter called *Valkyrie*, and sailed it from the Detroit River via the Erie Canal to Annapolis.

Crewing were sons Chuck, 14; Norman, 12; and Jack, 9.

"Water flows over which windows raise and seat, thus draining all water overboard ... a detail, but important!" —OWENS 12

"He had a passionate love for boats," recalled Jack of his father. "He could not get them out of his mind." The elder Owens began to custom-build small boats at a little yard on the Eastport side of Annapolis. In '30 he decided to try and produce limited models on a standardized basis. By '52, the company was producing a 26- and 28-foot cruiser.

As Jack remembered, however, "the timing was awful. The Depression had begun, and the competition was fierce. Sadly, my father died in '33 and never saw his dream come true. But his influence was evident in all the models we ever built."

The young Owens brothers decided to keep the business afloat while they finished their schooling in the area. And as the Depression began to wane in '36, Chuck, Norman, and Jack (all still in their 20s) decided to "bet the farm" on the future. They bought an eight-acre tomato patch on Bear Creek, near the sprawling,

(continued on page 64)





Chapter 11

1960 to 1975 - REAPING THE REWARDS

REFLECTIONS OF MOVING ON

The Sale of Owens Yacht Company



*In life we have many experiences
Remember at all times
Think good of yourself
and have confidence
Now aim to be happy and live with Elan
and always unto your own self be true
your God is with you*

- Jack Owens
Company motto



The Brunswick Corporation purchased the Owens Yacht Co. with an exchange of stock in April 1960. During the 1950's and 1960's the Brunswick Corporation was making impressive profits from sales of automatic pin setters and other bowling equipment. The high profits encouraged the stock market to raise the price of Brunswick stock to new heights. They used this inflated stock price to support the issue of newly printed treasury stock. Then they used the stock to purchase several smaller companies including Owens and Kiekaefer (Mercury Engines). It was like buying companies with Chinese script.



PEGGY OWENS

Shortly after the merger was completed, Brunswick said they wanted to run the sales program. At that time Chuck decided he would rather pursue other interests and retired. They appointed me as President and Financial Officer, and also assistant Treasurer of Brunswick. Norman remained as Chief Engineer and Production Manager with a budget to convert the Cruiser Manufacturing to fiberglass.

This program was well developed following the successful plant in Tell city. Norman retired in 1962 and I retired in 1963. The thrill of developing our own company was gone. We were no longer making our own footprints.

The next president of the Owens Division was a former manager of a General Motors manufacturing operation. He was highly qualified in his field and apparently had a blank check from the president of Brunswick Corporation. He was a tough, short, bulldog of a man, who did not accept excuses in place of performance.

During his tenure he ordered major improvements to the plant and equipment of the Dundalk plant. The purpose of these changes was to prepare for the change from wood boats to large fiberglass boats. During his initial inspection of the plant and grounds he looked at the ancient crane used to launch boats and remarked, "that must have been made the year Christ died." He replaced that crane with two "travel lift" piers in the yard and a 25-ton double bridge crane in the yacht construction building. At the same time, he paved the yard with asphalt in place of the crushed stone and mud. He also rebuilt the yacht building, constructed a building for outfitting yachts, and built a building for molding large fiberglass hulls.

This president resigned after losing a battle with the VP of Sales, during which the President of Brunswick did not support him. He was replaced by a flamboyant marketing expert from the packaging industry.

This new president immediately began a program of cost reduction combined with the introduction of several new models of fiberglass boats. He improved the quality and aesthetic appeal of the Concorde product line.

The last production of wood boats was in the fall of 1966; several of those boats remained in inventory until late 1968 when they were sold as 1969 models.

The Brunswick Corporation was showing a profit during this decade by selling turnkey bowling alleys complete with Brunswick automatic pinsetters to doctors and other high-income persons. Since most of these purchasers intended to be "absentee owners" the banks did not rush in to carry

the mortgages. Brunswick's solution to this problem was to carry the mortgages with money borrowed at high interest rates. In 1968 they were paying 14%, a rate lower than we would see in 1980's, but outrageously high in the 1960's.

The low profit problem referred to earlier was a direct result of the high interest rate being paid by Brunswick to support sales of bowling alleys. The financial managers at Brunswick headquarters ordered the Owens Division to credit Brunswick with approximately 14% of the net investment value of their plant and equipment. In an industry that seldom sees profits above 10%, a penalty of 14% insures a negative profit result. This accounting maneuver set up the eventual decision by Brunswick to dispose of Owens.



CHEUCK OWENS

During this last decade of the Owens Yacht Company saga the following new boat models were introduced: Wood boats in lengths of 25', 33', 37', 40', 42'. Fiberglass boats in lengths of 19', 27', 31', 35', 40', 47', and 54'. Toward the end of the decade, the name was changed to "Concorde Division of Brunswick Corporation". This was done to highlight the fact that this plant in Dundalk now produced only fiberglass boats. At about the same time the Flagship engine tooling and trademark was sold to a former Owens dealer in Long Island, New York. The Concorde line of boats now offered the new line of Mercruiser inboard engines produced by the Mercury Division of Brunswick.

In 1970 Brunswick sold the Concorde Division to a lawyer in Ft. Lauderdale, Florida. The financing was complex and involved several mortgages, some of which were secured by Brunswick. At the same time, the lawyer purchased a major boat dealership in Ft. Lauderdale. He took control of the Dundalk facilities and changed the name to "Test Concorde." He appointed, as president of the Dundalk operation, a former Brunswick employee from their Bowling Division.

The first significant action by this new owner was to order an increase in production that required the manufacturing staff to add a second shift, plus a partial third shift in the fiberglass-molding department. Total employment rose to about 700, the highest ever at the Dundalk plant, except for wartime production.

This rate of production strained staff and facilities to the limit. It would not have been sustainable without the major improvements made to the plant during the mid-1960's. The completed

boats were being shipped at a rate exceeding the ability of the sales department to get orders from the boat dealers. Since the new owner of Test Concorde also owned a large boat dealership in Florida, he ordered the factory to ship all unsold boats to Ft. Lauderdale. There, he stored the boats in an open field. These boats were placed on a floor plan with GE Finance. That meant that GE advanced 80% of the invoice amount in cash to the Ft. Lauderdale dealership.

Now the financial problems began to strangle the Test Concorde factory in Dundalk. The money



advanced by a floor plan in intended to pay the factory for the boats that are shipped to the dealership. Dealers normally pay for boats on delivery or before shipment. In this case the factory received only a fraction of the monies due from the invoices. Building and shipping boats to Ft. Lauderdale without payment soon reduced their working capital to the point where they could not pay the invoices from their material suppliers.

The money received from sales to the regular dealers was barely enough to pay for utilities and the C.O.D. shipments from suppliers who had cut off their credit. It became a regular routine to call the owner in Florida on Wednesdays to plead for a bank deposit to cover the Friday payroll. The final slide toward bankruptcy began with the owner's order to hold up payments of withholding taxes to the IRS, a potential criminal offense.

One morning in April 1972, the few remaining employees arrived at Dundalk to find a chain and padlock on the front door of the office. Federal Marshals had control of the plant and Test Concorde was in bankruptcy.

During the next few years GE finance attempted, without success, to retrieve the money advanced to Ft. Lauderdale on the floor plan. In the end they had to settle for an auction of the boats stored in the field. The bank that held the mortgage on the Dundalk plant allowed two different groups to attempt to salvage what was left by continuing to produce a few fiberglass boats. During this period two new sizes of Concorde's were introduced: 30' and 41'.

Finally, in 1975, the bank auctioned off everything. A family owned boat company with an excellent reputation along with a skilled labor force disappeared under the auctioneer's gavel. "This Great Company did not succumb to stronger competitors. Its corporate owners destroyed it."

Lyle Gray –

Owens Yacht Company Designer/Employee

STILL THINKING BIG!

The Brunswick Corporation continued to operate the company for about ten years quite successfully. During this time they completed the transition to fiberglass hulls. Chuck and Norman retired in 1961 and 1962, and I retired in 1964. Under this aegis Owens brought forth a new sales product named "Concorde". These were larger boats of 40'-50'. A recession hit the boating business at that time and Brunswick decided to sell the company to another firm. This company ran into financial difficulties and liquidated the entire production facilities that had been so successful.

The boat building business is still many smaller companies, owned, in some cases, by bigger companies. The bigger companies have a very complicated manufacturing job because there are so many skills and materials involved in each boat, that careful controls are needed to assure a continuous flow of production. Manufacturing in a smaller company with fewer parts is easier.

For this reason, I believe a hard working, dedicated group with great knowledge of the product could still break into the game and be modestly successful. At the same time I don't think there is a nothing that has the thrill and excitement of launching your first boat. To criticize today's builders, they are trying to crowd too many pieces and parts into a small hull. They lack comfortable deck

space and cockpit room where most of the time is spent. They put more stuff in a 26 footer than we put in a 36-ft boat and the boats are too beamy and heavy and slow for the horsepower.

If I were young and accepted this challenge today I would make a powerboat about 38-foot o.a. with much narrower beam than is used today. The reason for this is that a narrower boat runs much smoother through the waves and goes faster with the same horsepower, and costs less because of fewer materials. I would make two models: one for the sport fisherman, and one for the cruising family, both on the same hull. I would have a single diesel engine, perhaps with more power for the fisherman. All material and workmanship would be first class and extras and specials would be left to others.

This limits the control and supply of materials, and specializes the craftsmen. Cost control and record keeping is simplified, and sales concentration is maximized. This of course is the way we started with our 30' footer, but today with more money in the system a more expensive boat is needed.



*Little flower as I pick
thee from the old brick wall
and as I look and smell
thee root and all
I think, what a piece of work
is man and thou - Jack Owens*



OWENS COASTAL CRUISER

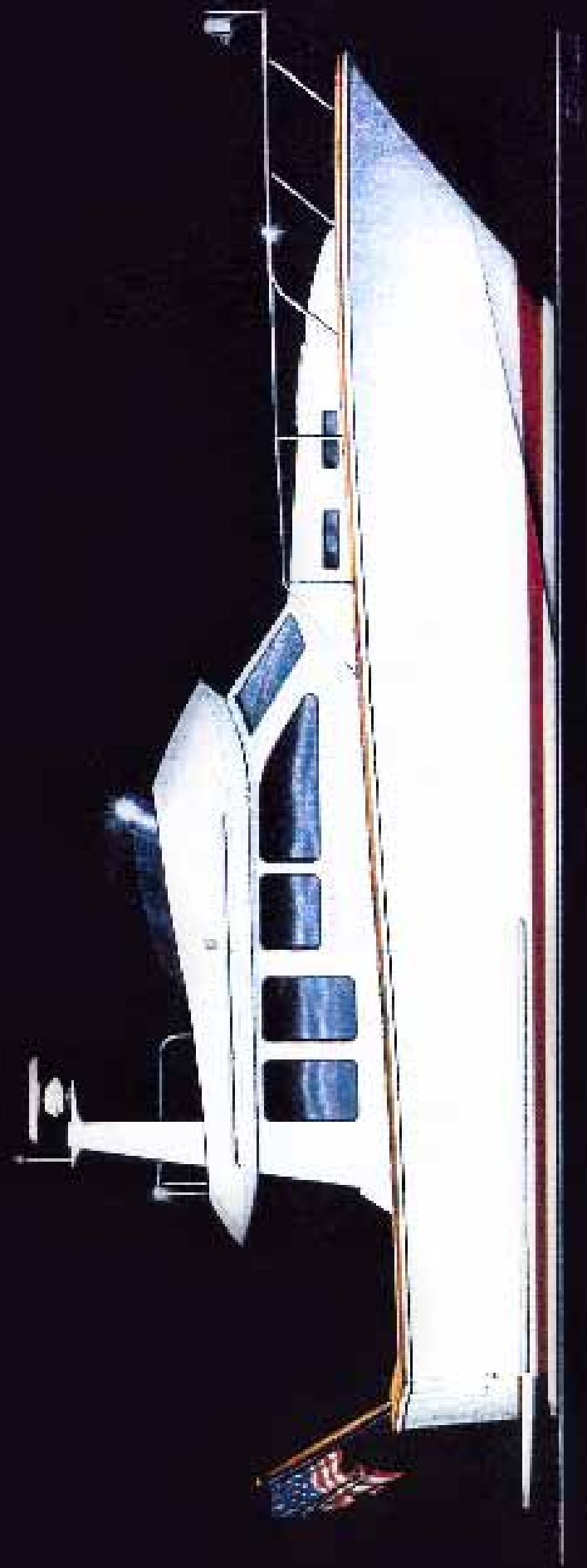
I have asked many times by former and present owners of our cruisers, "What would you build today to appeal to the current boat buyers"?

First of all I will make a critique of most of the production boats that I see on the Chesapeake Bay and in Florida, where I spend time in the winter. They are extremely over powered for a cruiser. Many pull up to the fuel dock and say stop when it says \$500, I guess they print their money. They are dangerously lacking in deck space. There are actually no side decks to get to the bow to drop anchor or cast a line ashore. These designers have never spent a night on a boat. The cockpit is set up like an automobile, with a seat for the driver, note who should be a helmsman, then a companion seat behind, and another couple of seats. Down below most have done a good job in providing a nice looking setup for a cruiser. The problem is they have crowded the galley, heads and berths into such small spaces you feel like the ride on a Boeing 747. There is no place to sit where you can look out side and see the water. On a rainy day you would think you were on a subway train.

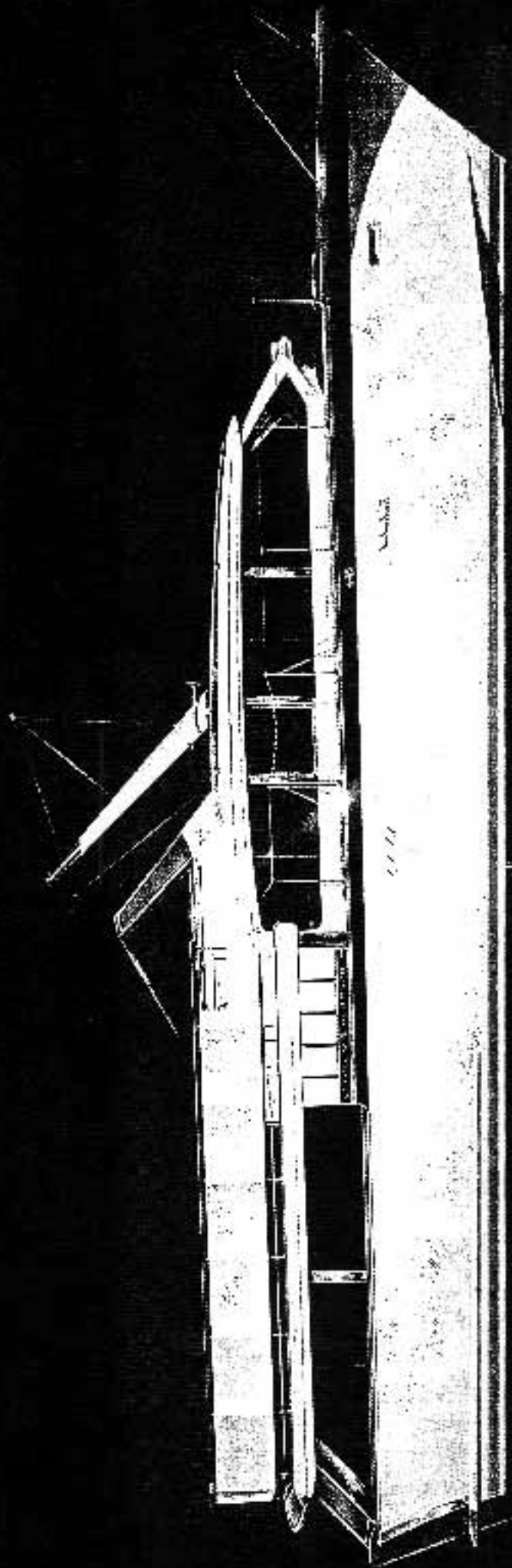
If the cabin looks over stuffed, don't try to find the engine space. When you do it is so jam packed that an owner prays that he will never have to shut off a valve or change the oil or filters. Never fear cause a special high priced man is at every boat yard built to bend his body and care for his work. I believe the boats are too beamy for their length/speed ration. Many have a deep dihedral angle and stupid longitudinal steps, all add to huge unneeded surface friction with a loss of speed. Many list badly at higher speed and make the steering hard and dangerous, when traveling at higher speeds. I won't go on.

We are planning to build our boat 40 feet long with a beam of 12 feet which is about 12 to 18 inches less than most of the cruisers today. This will make a hull that will run much smoother in rougher seas with reduced roll and pitch. Also in a following wave the ability to contain yawing will be far lessened. The other big advantage is of course a greatly increased efficiency of the hull in the application of the power to give higher speeds and lower operating fuel costs from the same power. We are planning a modified vee, with a nice sharp entrance to ease into the seas, and flowing toward the stern where there is maximum lift to prevent the hull from raising in the bow for a more level ride. Norman has been working with some of the builders of the gulf transport boats that service the oil rigs at sea and this hull has features that incorporate the experience that these working boats have to meet the rigors of their daily trips in the open waters.

I prefer a single engine diesel with a bow thruster. This combination has many advantages over twins, mainly you get a nice roomy machinery space with the ability to service all machinery without straining your back. Also there is room for tanks, batteries, pump, generator and other mechanical needs.



1998 OWENS "40" COASTAL CRUISER BY JACK OWENS



THE 42 “ARUBA” MOTOR YACHT

“Aruba” . . . the largest, most luxurious yacht produced by Owens for 1967. This excitingly different motor yacht features a massive owner’s stateroom aft with twin bunks . . . full vanity . . . complete lavatory . . . huge hanging locker . . . panoramic windows. Optional aft guest cabin has pullman type upper and lower berths, hanging locker, full vanity and mirror. Boosts sleeping capacity to eight. Main salon has L-shaped all-electric galley with abundance of storage space and double stainless steel sinks. Conventional sofa opens into double berth. Forward are pullman-type upper and lower berths and a complete marine lavatory. Twin 225 H.P. Flagship Marine V8’s with 2.5:1 reduction gears provide the power for this big, luxurious cruiser. All decks teak . . . forward sun seat. For the discerning boatsman, optional luxury accessories include central vacuum system, automatic ice maker (Birdie, text ends here in your Dad’s book)

OWENS YACHT CLUB

The Legend Continues



The Owens Yacht Club has successfully kept owners of Owens Boats in touch. Through its use of newsletters and a website, those who appreciate all that went into Owens Boats keep it alive. Members network through each other sharing stories and experiences. Members take much delight in showing before and after images of amazing boat restorations. The Owens Yacht Club has much to offer such as archival material and merchandise as well as advise on your Owens Boat or how to obtain one! The Mission of the Owens Yacht Club is to *share* fellowship through information, to *serve* through a network newsletter, to *bring* protecting heritage, to *participate* nationally and regionally and to *promote* enjoyment.



Mercy and Mending

*If I can keep one aching heart
from breaking and ease some
endless, nagging pain and help
an older mind from wandering*

*Don't defer start today cause
mercy is a double edged sword*

*It aids those who receive and
builds those who give.*

*Your God is with you
Recast by*

- Jack Owens



1930

OWENS YACHT COMPANY

1965

ANNAPOLIS – BALTIMORE – MARYLAND