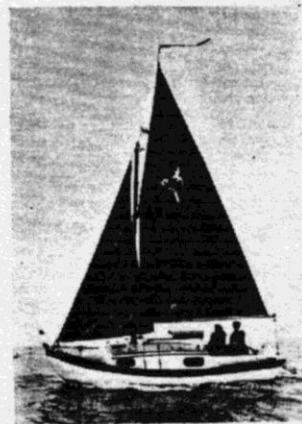
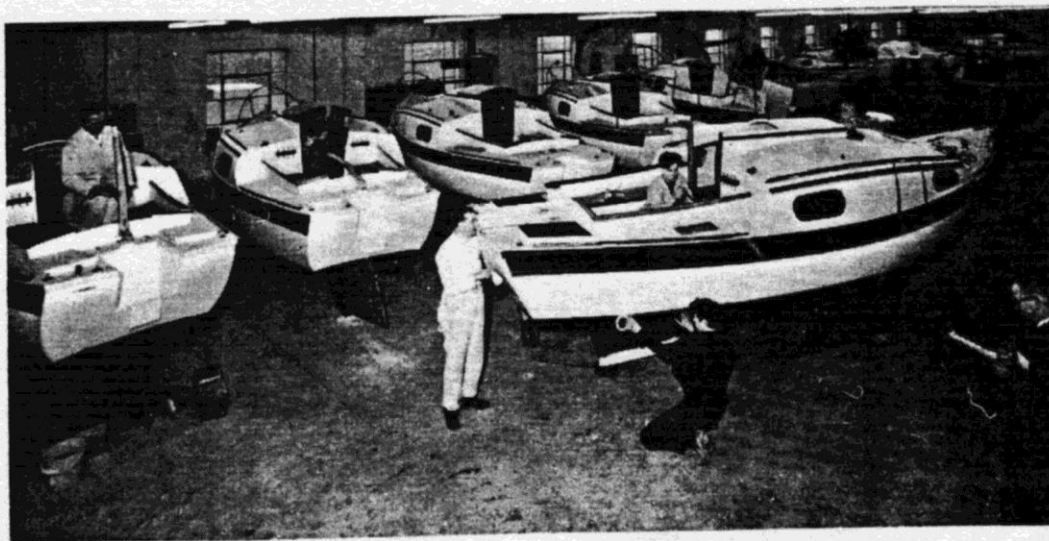
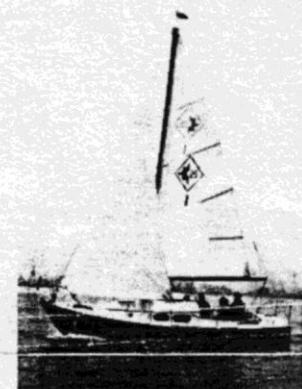


WESTERLY NEWS

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WESTERLY 22. Our 4 1/2 Ton Four-berth Family Cruiser.



WESTERLY 25. Our 5 Ton Cruiser Racer with four berths.

Demonstrations of both boats at Gosport by appointment.

A QUESTION OF QUALITY

We often find that there is considerable uncertainty over the use of Lloyd's Register of Shipping's name as an indication of quality. Perhaps we can explain briefly what Lloyd's Register really does. First of all, one of their Surveyors will examine the factory buildings to ensure that ing reinforced plastic yachts. It is of the utmost importance for the Surveyor to be satisfied that the buildings are properly insulated and that the heating, ventilation and the humidity can be effectively controlled throughout the year and that the factory is scrupulously clean and provided with arrangements for the accurate measurements of the materials to be used. If these requirements are met, the firm is then placed on the "LIST OF APPROVED REINFORCED PLASTIC BOATBUILDERS AND MOULDERS". This only means that the firm has the facilities for moulding reinforced plastic yachts to the full requirements of Lloyd's Register, and nothing more.

SERIES PRODUCTION CERTIFICATE

Then, if it is intended to build under the supervision of Lloyd's Register, the Surveyor must satisfy himself that the actual standards of workmanship are sound, for as yet no guarantee of strength or fitness for the sea has been implied. For small cruisers the first real warranty comes with the "Lloyd's Series Production Certificate". To earn this certificate the construction must comply with Lloyd's rules approved for the building of reinforced plastic yachts and signed copies of the original

drawings are held by Lloyd's, by the builder and by Lloyd's local surveyor. The local surveyor has the right of entry to the factory at any time for the purpose of inspecting the hulls during building and when the first hull has been completed it is he who is responsible for carrying out the rigorous tests which the boat must pass before the Type Approval Certificate is finally issued.

DROP TEST

Perhaps the most spectacular of these tests is the "drop test" (see photo). Here the Westerly 25 has been suspended with her waterline 7 ft. above the surface and then slipped to fall back into the sea. The boat must then be hoisted out on to the jetty and minutely surveyed for signs of strain or damage. After the "type" yacht has passed this and other structural tests, the Lloyd's Series Production Certificate can be issued to each ship of the same type provided that the local surveyor has satisfied himself from his periodical visits that the

quality of manufacture is being maintained. Any alterations or amendments to the original design must be submitted to Lloyd's Register before any alterations in manufacture can be allowed.

(This statement has been submitted to Lloyd's Register of Shipping before release)

THE FUTURE IS ALREADY HERE

The photograph above shows only half our production line at Waterlooville. We cannot show you that part which is in the moulding shop because we think that our techniques are well ahead of many others. At any one time there are between twenty-four and thirty hulls in the full length of the line.

BUT MODERN METHODS

Only by using the most modern methods can we sell boats of this high quality at so low a price. Unfortunately, the benefits of highly organised production imply that our customers must be prepared to accept a certain



DROP TEST

degree of discipline. It is often difficult for those who are used to the old and very expensive "one-off" methods to realise the limitations of the new.

IMPLY CUSTOMER CO-OPERATION

When boats are built under factory conditions only those additional items can be fitted which are on the company's list of extras: only those which our men are trained to fix, and only those for which parts and jigs are already prepared and held in stock. To delay a boat for one day may result in the whole line being held up. This means that people who wish to have items fitted which are not on the Extra List must be prepared to have them fixed by their local builder and after their boat is clear of our yard. There is nothing to worry about in this. Fixtures can very easily be secured to glass fibre in many simple ways and our technical staff are always ready to advise. After all, the position is exactly the same if you are buying a car: some items can be fitted by the manufacturer—the remainder have to be done by your local garage.

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WESTERLY MARINE CONSTRUCTION LTD. HAMBLEDON ROAD, WATERLOOVILLE, HAMPSHIRE. Telephone: WATERLOOVILLE 51662