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MARINE CORPORATION
AN EMPLOYEE OWNERSHIP COMPANY

For Immediate Release

Contact: Mark P. Greenwald
Marketing Communications/PR Manager
Kenton Smith Advertising & PR
407-856-6680
MarkG@kentonsmithadv.com

Hunter's Brand New 38 Sails Boldly Into the Competition

Alachua, FL – Hunter Marine's new 38 cruiser enters the competitive 37'-40' market in style, featuring a completely new hull and interior, along with an all-new manufacturing process.

The new Hunter 38 replaces the popular 386, the last of which rolled out of the Florida plant May 27, 2004 following a highly successful seven year run. Hunter's famed designer and racer Glenn Henderson returned to the drawing board with one focus in mind. "Our goal was to design a boat that was an exceptionally comfortable cruiser, yet offered outstanding performance and easy handling," said Henderson. "Our new 38 has met – and exceeds – expectations."

The 38 is Hunter's largest mid-size cruiser in its fleet. While Hunter is quick to acknowledge that the market is competitive in this class, the company believes it is a powerful niche and is confident its new boat will make waves due to its many innovations. In addition, the appearance of the boat itself offers an optional departure featuring red stripes, a red Hunter logo and linen bimini top.

"The look alone will immediately set this boat apart from others in the marketplace," said John Peterson, Hunter Marine's director of sales and marketing. "Not only is this a change from our traditional design and appearance, but the look itself is a standout."

The sail plan for the 38 features a large roach mainsail with flaking system and an anodized B & R double spreader fractional rig with Selden[®] support struts on a conventional mast. Most of the power comes from the mainsail, which Henderson prefers versus relying on a large jib.

"The whole sail plan is aerodynamically efficient," explained Henderson. "I will not design a mast head rig sail plan. The fractional rig with large mainsail delivers better performance, and the smaller head sail means easier sail handling for both passengers and crew."

HKT Kevlar[®] is used to reinforce the low drag and robust hull. Attention was given to the volumetric distribution of the hull to even out pressures of water movement, utilizing the rudder as a major lift component along with the keel. Hunter uses state-of-the-art computer 3D simulation software – the same type used by the aviation industry -- for modeling and design testing in sailing conditions without actually having to produce a working model.

In the past designers relied primarily on keels for lift and resisting leeway," said Henderson. "We discovered using a large rudder and smaller keel was better. The result is a more responsive boat."

Stability is another key factor for Henderson because he wants his Hunter designs to be comfortable at sea. A lower center of gravity was achieved by using a new soft, durable vinyl material for the headliner instead of heavy fiberglass. The 38, he says, doesn't have a lot of pitch, doesn't pound and is easily driven. "Balancing the sail plan, center of gravity and underbody is important to get all the forces concentric," said Henderson. "We did that in the 38 – it makes it have a nice groove."

In a boat this size, interior comfort and styling is another key component to customer satisfaction. Plenty of attention was given to the interior by a dedicated team of industrial and style designers. A large salon with generous 6'6" headroom is framed in solid teak, with an Everwear® laminate teak and holly sole. The master aft stateroom features a large berth, built-in lounging seats and shelves, abundant compartment storage, and twin cedar-lined hanging lockers, while the V-berth guest suite includes two cedar-lined hanging lockers with shelves. There is also a floorplan option that splits the aft stateroom into two separate staterooms.

The head includes both a private entry door from master and a hall entry, standing shower and built-in vanity. Galley standards include genuine Corian® counter tops, deep stainless dual sink, two burner stove, convection and microwave oven. A high-gloss dining table and upholstered designer-style seating converts to a twin berth for more overnight accommodations. The built-in navigation station is also provided with plenty of room for electronics. The end result is an exceptionally comfortable interior layout that maximizes living space and storage.

The new 38 will also feature Hunter's first inclusion of Flexiteek, a sturdy composite PVC material with the rich look and feel of teak, but without the time, hassle and expense of maintenance. Flexiteek is used in the cockpit, cabin floor, seats and transom, and not only has aesthetic value, but Peterson reports it also makes the boat a lot quieter.

Since the 386 was originally designed and constructed, Hunter has advanced its manufacturing process, primarily through the uses of computer-controlled jigging and modular construction. These refinements mean the 38 will have a more consistent and precise fit, while allowing Hunter to maintain its legendary superior value.

The Hunter 38 will make official worldwide debut at the 2004 Annapolis Sailboat Show, with dealer delivery slated immediately thereafter. "Dealers believe this new boat is a real winner -- they are very eager to get them," said Peterson. "There is no doubt that this new model will build upon the success we've enjoyed with the original 386, along with the 33 and 36 midsize models."

Hunter Marine is the largest sailboat manufacturer in North America and part of The Luhrs Marine Group, an Employee Ownership Company. With facilities in Alachua, FL, East Lyme, CT and Portland, England, Hunter Marine distributes sailboats from 9 to 46 feet in over 46 countries throughout the world.

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P.O. Box 1040 • US Hwy 441 • Alachua, FL 32615
386.462.3077 • FAX: 386.462.4077

Hunter 38 Specifications

LOA	38'2"	11.63 m
LWL	34'8"	10.57 m
Beam	12'11"	3.94 m
Draft (shoal)	5'0"	1.52 m
Draft (deep)	6'6"	1.98 m
Displacement (shoal)	17,674 lbs	7,838 kg
Displacement (deep)	17,250 lbs	7,832 kg
Mast Height (STD)	59'1"	18.01 m
Mast Height (FURLI)	60'7"	18.47 m
Sail/Triangle Area (STD)	991 ft ² /699 ft ²	92.07 m ² /64.94 m ²
Sail/Triangle Area (FURL)	843 ft ² /757 ft ²	78.32 m ² /70.33 m ²
Headroom	6'6"	1.98 m
Fuel Capacity	35 gal	132 L
Water Capacity	74 gal	280 L
Auxillary Power	27 – 40 HP	20.14 – 29.84 kw
Sleeping Capacity		6