



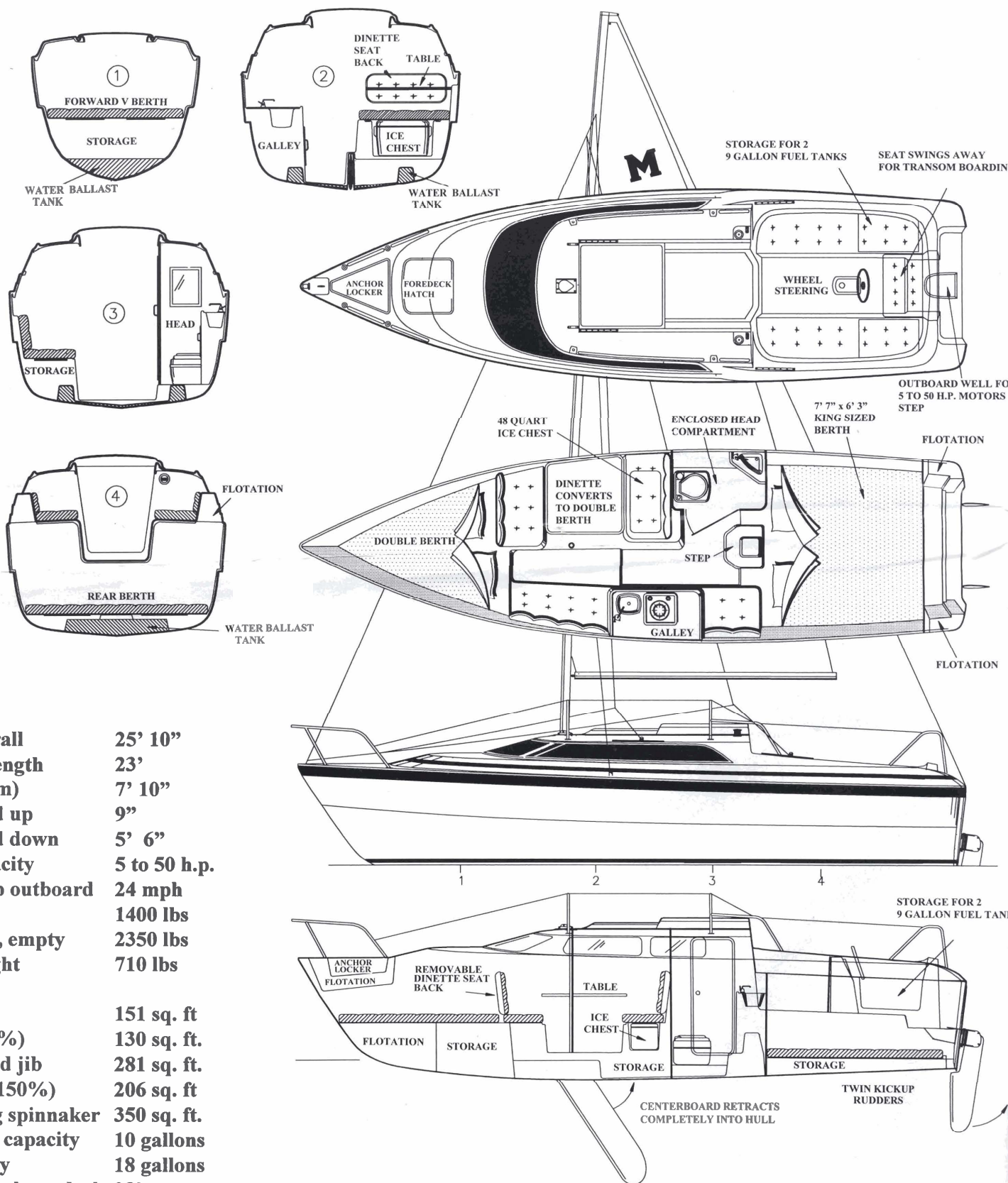
# MACGREGOR 26



24 MPH UNDER POWER  
 GREAT SAILING PERFORMANCE  
 LOWEST COST  
 FULL STANDING HEADROOM  
 WHEEL STEERING

ENCLOSED HEAD  
 SLEEPS 6. ONE BERTH IS KING SIZED  
 FULL GALLEY  
 WALK THRU TRANSOM  
 BUILT IN SAFETY FLOTATION

UNDER 8' WIDE FOR LEGAL TRAILERING  
 TOW WITH STANDARD CARS  
 FLOATS IN 9" OF WATER  
 LAUNCH AND RIG IN 10 MINUTES  
 WATER BALLAST SYSTEM



Length overall 25' 10"  
 Waterline length 23'  
 Width (Beam) 7' 10"  
 Draft, board up 9"  
 Draft, board down 5' 6"  
 Engine capacity 5 to 50 h.p.  
 Speed, 50 hp outboard 24 mph  
 Ballast 1400 lbs  
 Boat weight, empty 2350 lbs  
 Trailer weight 710 lbs

Sail areas:  
 Main 151 sq. ft  
 Jib (100%) 130 sq. ft.  
 Main and jib 281 sq. ft.  
 Genoa (150%) 206 sq. ft  
 Cruising spinnaker 350 sq. ft.  
 Fresh water capacity 10 gallons  
 Fuel capacity 18 gallons  
 Mast height above deck 28'  
 Cabin headroom 5' 11"  
 Berths (sleeps 6) 3 doubles  
 Sails Doyle  
 Winches (2) Lewmar

For more information on the MacGregor 26, visit us at  
[www.macgregor26.com](http://www.macgregor26.com)



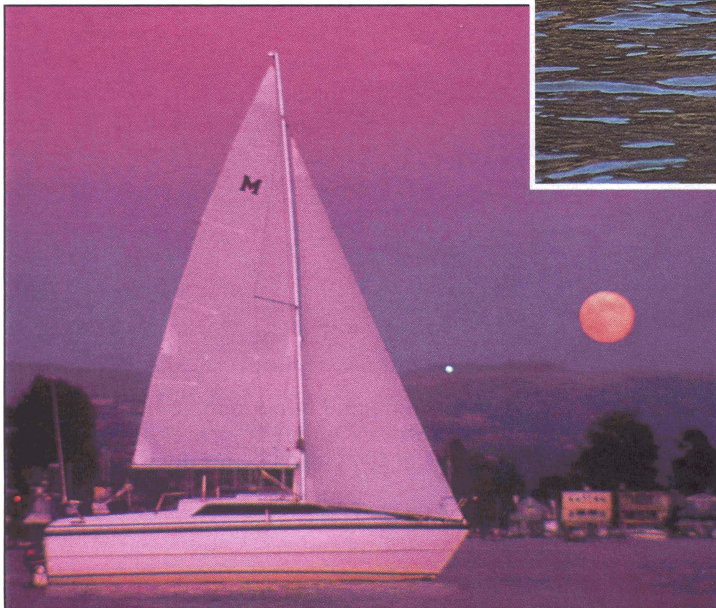
Quick, stable and responsive, the revolutionary MacGregor 26 is the fastest and best handling of any of the trailerable cruising sailboats.

It offers high speed powering without **compromising sailing performance**. You can have the peace and quiet of sailing, or the fun of powering around at a good clip--over 24 mph.

Unlike any other boat, it opens up a world of endless variety--sailing, swimming, fishing, diving, water skiing or just fooling around on the water.

Its high speed under power lets you get to cruising waters that are out of reach for a conventional six mph sailboat.

On the trailer at highway speed, you can visit wonderful places that water-bound boats will never see, and you can avoid the expense of permanent in-the-water storage.

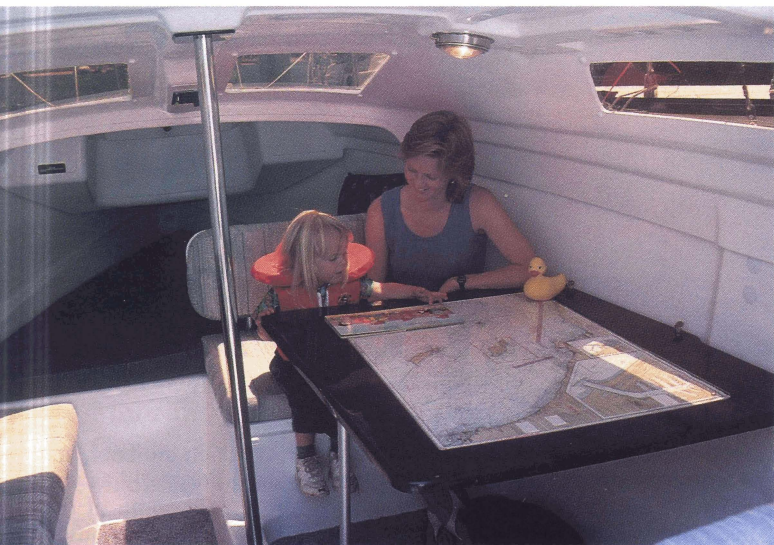


You can live on this boat on land or on the water. Launch the boat, anchor in a quiet cove, and you can be as far away from the world as you want to be. You can have your own island, for free, at some of the most beautiful vacation areas on earth. Unlike land bound recreation vehicles, you will not be limited to crowded and expensive RV parks.

You will never tire of the wonderful sensation of shutting off the engine and enjoying the quiet serenity of moving along under sail. You can sail forever, for free.



The weathertight cabin offers full standing headroom and comfortable accommodations for family cruising. On the right is the fully enclosed head compartment (an absolute essential for any voyage lasting more than a few hours). The galley is on the left. It has a sink, tile counter, and space for a 2 burner stove. There is a large storage cabinet below the galley and compartments designed for small items (plates, silverware, bottles, etc.) on its forward face. There is a 48 quart removable (so you can pack it at home) ice chest under the rear dinette seat. 5 can be seated around the table. A foredeck hatch provides lots of ventilation. Notice the big windows. A full double berth is at the forward end of the cabin.



The large dinette is raised so you can see out of all the windows when seated. The table has a clear, protected inset for a chart of your sailing area. There are storage compartments under every seat and berth. For a boat of this size, there is an enormous amount of storage space.



The table lowers to convert the dinette into a double berth. The front seat back lifts out to create an uninterrupted sleeping area that is 13' long. Unlike many boats, the mast post does not interfere with any of the berths.



Looking from the front of the cabin, you can see the large entry. Unlike most sailboats, getting in and out of the cabin is easy. The removable step conceals the ballast tank filling valve. The head is to the left, and the big rear berth is directly below the cockpit. You have to get into the \$40,000 class to find comparable accommodations in a powerboat. Notice that there is no visible wood on the boat, so maintenance is easy. The cabin is carpeted, and we use high quality fabrics throughout. There are several good spots for electronics. On the right, just behind the galley, you can see where we mounted a VHF radio.



The rear berth is as large as a king-sized bed. (7' 7" x 6' 3") with full sitting headroom over a large area. There is a small storage area under this berth. A berth this size is rare in a boat of any size. The 26 will sleep 6. (That is too large of a crowd, but it is possible.)



The cockpit seats are over 6' long. The wheel steering is standard and takes up less room than a tiller. It makes the boat a lot easier to sail. The optional cushions provide extra comfort. The steering seat, shown in the closed position, combines a lot of security with the convenience of a walk thru transom.



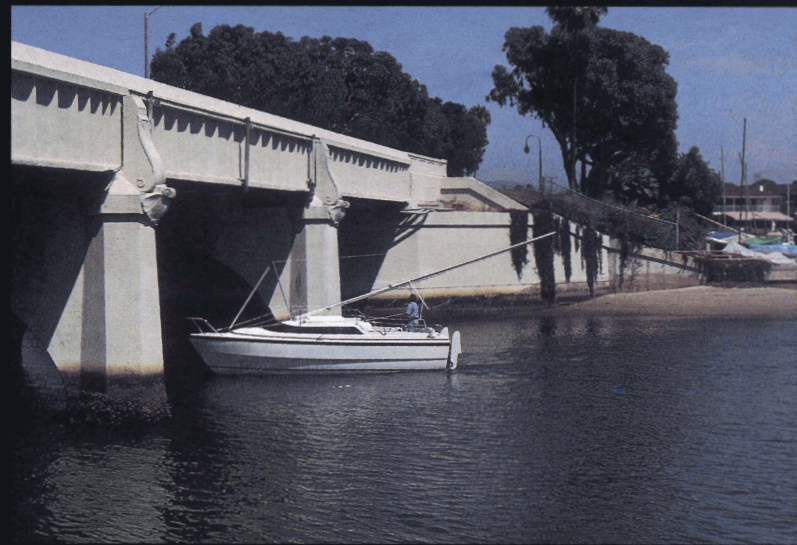
**The water ballast system.** MacGregor developed this concept. It has been widely copied, and is now the standard throughout the trailerable sailboat industry. It makes it possible to have very light weight for powering and trailering, and the heavy stability necessary for safe sailing. After launching, the transom valve is opened and a tank in the bottom of the hull is gravity filled with 1400 lbs of sea water. It takes about 5 minutes. The valve is then closed, trapping the water. Under power or sail, the ballast makes the boat stable and self righting. When the boat is floated back onto its trailer, the valve is opened. The car and trailer start up the ramp and the water drains out of the boat, leaving a trailering package that is lighter than most small powerboats. You can also empty the tank while the boat is in the water. Under power, at about 7 mph, open the valve on the transom and the tank will drain in about 5 minutes.



**One person can raise the mast, launch the boat and sail away in 10 to 15 minutes.** Launching is easy because the boat sits lower on its trailer than any other trailerable cruiser. The boat in this picture is ready to launch. Running the motor in reverse, or giving the boat a gentle push, will slide the boat off its trailer. Notice that the car's tires are not buried in the water. Also notice the rear guide posts and the large V at the nose to keep the boat centered as it goes on the trailer. There is a ladder at the front of the trailer for easy access.



**This is the optional mast raising system.** The mast is lifted using one of the boat's sail handling winches. The mast is so light that a kid can raise it. The system can be left in place while sailing. Even without this option, one person can easily raise the mast by hand.



There are lots of bridges, and the best sailing is often on the other side. The mast raising system can be used to handle this problem. Just lower the mast and duck under. For trailering and for going under bridges, you disconnect only the forward mast support wire. The other rigging always remains in place.

Anywhere you can car-launch a 15' rowboat, you can launch a MacGregor 26. There are ramps everywhere, and they cost very little to use, typically \$2 to \$5. Many are free.

The launching procedure is simple. The car is backed down the ramp until the boat just starts to float free of the trailer (normally, the car tires will be just touching the water). The bow line is released and one person gets on the boat, starts the motor, and powers the boat off the trailer. To recover the boat, the procedure is reversed. Under outboard power (it can be done under sail, but not as easily), the boat is driven onto the trailer until it hits the bow stop at the front of the trailer. With the motor still running to keep the nose of the boat pressed against the bow support, the crew goes forward and down the trailer ladder. The bow line is then connected and the boat is winched in tight.

On its trailer, the 26's waterline is only 27" from the ground. This distance is the best indicator of difficulty in launching any boat. The higher the boat sits on its trailer, the more likely you will have to drown your car for the boat to float free. Here are some comparable measurements:

MacGregor 26	27"	Catalina 250	33"
Catalina 22 swing keel	36"	Hunter 18	36"
Capri 22 winged keel	45"	Hunter 23.5	32"
Catalina 22 winged keel	45"	Hunter 26	36"
Catalina 25 swing keel	47"	Westwight Potter 19 ft	31"

On a typical ramp, every inch higher on the trailer means that the trailer and car will have to go 12" farther down the ramp for the boat to float free.

Some builders use extension tongues to get deep draft boats

farther down the ramp without dunking the car. This is OK, but ramps are built for typical length trailers without extensions. If the trailer wheels go off the end of the paved portion, major help is often needed.

Once the 26 is launched, it needs only 9" of water to float. It will sail in places most other boats simply cannot go. Unlike most other trailerable cruisers, the 26 has a centerboard that retracts completely into the hull, allowing the boat to be launched and beached without fear of damage to the centerboard system.

The 26 is just under 8' wide, and can be legally trailered everywhere in the United States. Most of our competitors are over 8' wide, and require permits for trailering in many states, including New York, Missouri, Pennsylvania, Oregon, Illinois and Arizona. Many states also place severe restrictions on over width loads, including limitations on weekend travel. At best, getting a permit is a hassle, and no one needs another trip to the local department of motor vehicles. All states prohibit loads over 8' 6" without a permit. It is best to check the laws of all states or countries in which you wish to travel. You may not get stopped if you are over width, but if you are involved in an accident, the lawyers will certainly be interested in the width of the trailer and boat.

**Boat storage:** If you keep the boat at home, it is available for convenient loading, care and maintenance. It can be loaded there, and you can avoid the long trek from the parking lot to the slip (with a weekend's worth of stuff). If you can't keep the boat at home, there are many dry storage areas where the boat can be kept on its trailer, fully rigged. The fee, in comparison to a slip fee, is small.

One person can easily move the boat and trailer around on level ground because the 26 is light and has a trailer nose wheel.



**Light trailering weight.** The boat is big, but it is really light, far lighter than competing trailerable cruisers. It is light enough to be towed behind standard sized cars. We consider that the weight of the 26, with all normal gear, is the maximum practical weight for easy ramp launching and trailering.



**POWERING:** With the 50 hp outboard, the 26 will go about 24 mph. It will easily pull a water-skier. This adds one more bit of fun to the voyage. It will actually pull most adults at high enough speeds to create some real excitement. (Forget about pulling a crowd.) This skiing picture was taken on Lake Mead in Nevada (the lake behind Hoover Dam).

The MacGregor 26 is a really good powerboat. At high speed, it has a remarkably comfortable, stable ride. The very sharp entry slices thru waves efficiently. It is highly maneuverable, and only a light touch on the wheel is required to hold a perfect course or to make sharp turns.

Top speed is obtained with an empty ballast tank and a small crew. You will lose about 1 mph for each added 100 lbs. of weight. It will go about 12 mph with the ballast tank filled with 1400 lbs of water.

Most sailboats have curved bottoms. This creates downward suction as speed increases, preventing them from getting up on top of the water and planing at high speed. Few will go more than 6 or 7 mph. The 26's flat straight bottom allows it to skim across the top of the water with minimum resistance, and without hurting its sailing performance. Also, the boat's light weight is a big factor in its ability to go so fast.

We limited the engine size to 50 hp for a number of reasons: An electric start 50 hp motor provides lots of speed, yet it is light enough so that sailing performance is not compromised. It is about the largest engine that can be started by hand, a nice feature if your battery goes dead. It is also about the largest engine you can pick up and move around. Try getting a 100 hp engine off the boat and to a repair shop. Also, the heavier, higher horsepower engines really eat up gas.

Ample fuel storage is provided. There are storage hatches in the cockpit that will hold 2 standard 9 gallon fuel tanks. For safety, these compartments are completely isolated from the interior of the boat.

If you are not interested in high speed powering, the boat performs well with a 5 or 10 hp engine.

Even if you are only interested in sail, you might consider this. Many areas have those wonderful sailing spots that are just out of reach! Here in Southern California a favorite spot is Catalina, an island about 25 miles off the coast. Getting there and back has always taken most of a weekend. You can be sure that sailors will use the dual nature of the 26 to shorten the distance. After a short, fast commute across the channel in their power cruiser, they can spend the weekend sailing from cove to cove and anchoring for the night. Maybe they will even stay Sunday night and speed back at dawn on Monday. You can't do that in a conventional sailboat. If you have a favored place that is just out of reach for a conventional sailboat, consider the 26.

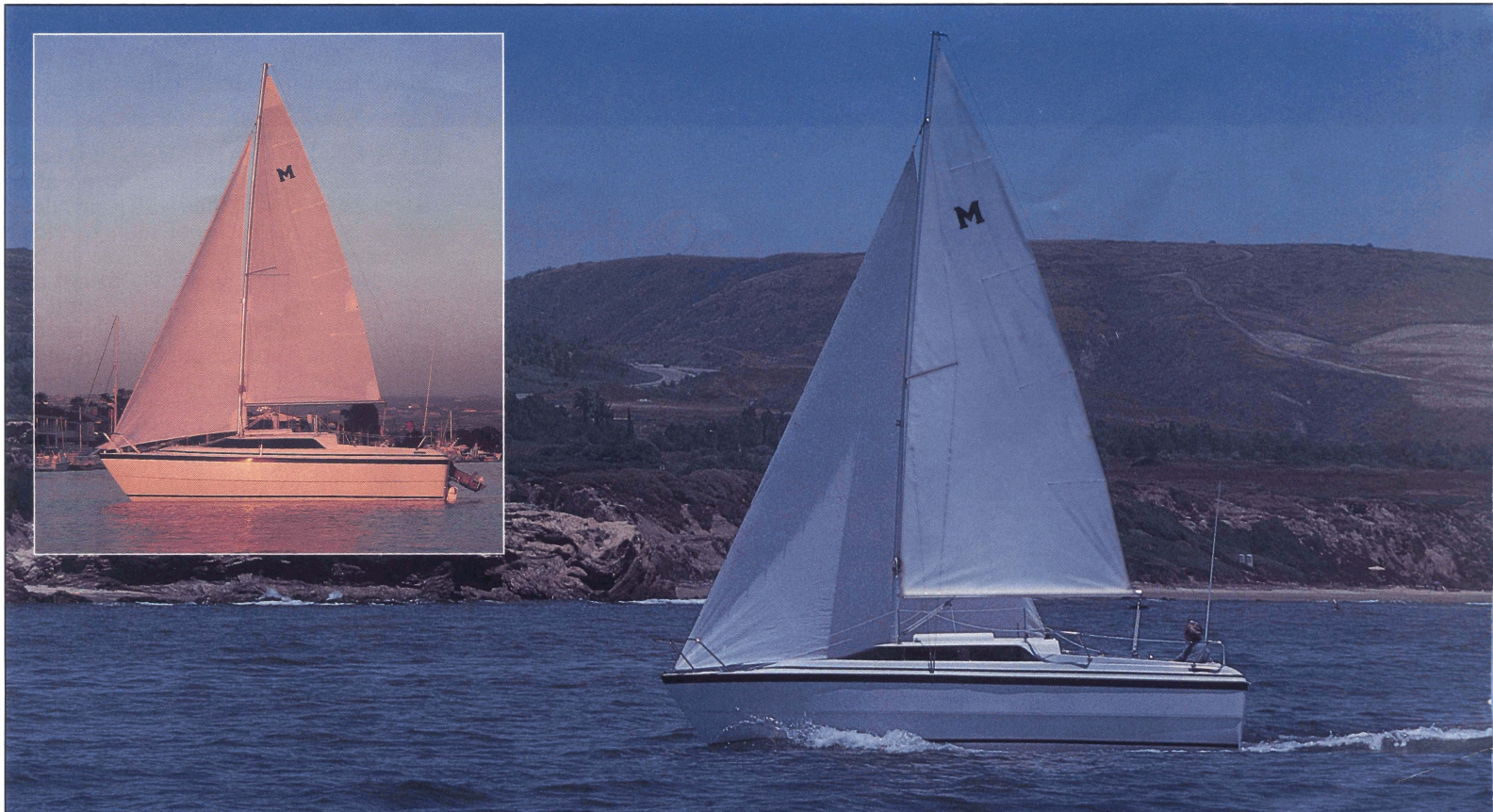


This photo shows the 26 at top speed just off the California shoreline. Notice that the rudders are in the up position. The steering system is connected to the outboard motor, and you steer as you would with a conventional powerboat. (When you turn the steering wheel, the engine turns.) When the boat is sailing, the rudders are lowered, and the steering control rod is disconnected from the engine and connected to the rudders, and you steer as you would with a conventional sailboat. The change from engine control to rudder control takes only a few seconds.



Here is another view of the boat, showing the deck and cockpit layout, as well as our fisherman trying his luck. The cockpit is self bailing. The cockpit floor is above the water level, and any water that comes into the cockpit simply drains out through the open transom. This is both a convenience and a big safety factor. (A swamped boat is no joy, and having to bail out a cockpit full of rain water is no fun either.)

The 26 has hatches that can be secured to keep water out of the boat. The most seaworthy object is an empty bottle with the lid screwed on. We have come pretty close to this concept with the 26. Most small powerboats are open to the sea and totally unsuitable for offshore or rough water operation. Also, there are no thru hulls below the waterline that might allow water leaks into the interior of the boat.



The 26 has two engines, the sails and the motor. If a conventional powerboat's engine quits when you are away from land or in a remote part of a lake, you are stuck there until outside help arrives. In many cases, attempts to start the engine drain the batteries so even radio communication becomes impossible. With the 26, simply raise the sails, and head for home. There are calms now and then, but there will always be enough wind to get you on your way.

**SAILING PERFORMANCE:** The MacGregor 26 is one of the best handling and fastest trailerable cruising sailboats available anywhere.

If you are buying a sailboat for the first time, performance and racing may seem of little interest to you. However, a boat that performs well is generally safer and easier to sail. It will certainly yield greater long term enjoyment.

The 26 balances beautifully. A light touch on the wheel is all that is necessary to track a perfect course. The big twin rudders give excellent control. The boat is light. A light boat like this requires less sail area to sail fast, so sail handling is easy. The 26's light weight and its powerboat underbelly allow the boat to get up on top of the water and plane in heavy winds. In such conditions, these boats have exceeded 17 mph under sail. Most small sailboats, with their round bottoms, have speeds limited to around 5 to 6 mph.

You can always make a fast boat go slower by reducing sail, but you can't make a slow boat sail fast. There is no sacred principle

that says a great cruising sailboat should be slow, and there is no greater frustration than a comfortable "houseboat" that just doesn't sail. The MacGregor 26 offers the amenities of a "houseboat" combined with high performance sailing. There are a lot of boats on the market that do not sail fast or handle well. The best bet is to sail any boat that you intend to buy, or watch it sailing competitively against other sailboats. The turkeys will be obvious.

The 26 can also be raced within one of the many MacGregor class organizations. These MacGregor organizations are sprinkled throughout the country and offer a lot of low cost fun, including racing, parties, and cruises.

If the 1,400 lbs of water ballast is drained, the boat becomes an even faster sailboat. However, like most small sailboats or catamarans, without ballast it can be capsize if you are not watchful. For protected waters or when sailing near shore, the added speed can make for fun.

Here are your sailing choices: (1) With the water ballast tank full and conservative

sails, the 26 is an extremely stable sailboat, ideal for a beginner. (2) With the big genoa jib or spinnaker, it is a conventional self righting sailboat with outstanding sailing speed. (3) Unballasted, it is one of the wildest and potentially fastest sailboats around. Under power (1) without ballast, it is a rather fast conventional cabin cruiser, or (2) with the water ballast, a docile, heavily ballasted power boat.

**CENTERBOARD:** The long, deep centerboard keeps the boat from side slipping when sailing into the wind. The centerboard, like the twin rudders, pivots and will kick up if it hits an obstruction. This allows the boat to be beached without risk of damage to the board or its attachments. The board is controlled by a line leading to the cockpit, and can be pulled completely up into the boat for powering and for downwind sailing.

A long, thin airfoil is far more efficient than a short, wide one. This is why racing sailboat keels are deep, and why sailplane wings are long and thin. The relationship between the fore and aft width of the board and its length is called its aspect ratio. Most boats have keels with aspect ratios of 2 to 1 (meaning that the keel or centerboard is two times as deep as it is wide). The MacGregor 26 centerboard has a ratio of five to one (it is 13" wide and 5' 6" deep). The high aspect ratio increases lift as the boat sails into the wind and reduces drag. This is one of the major reasons that the new 26 will point closer into the wind and sail faster than other trailerables.

**LEARNING TO SAIL:** No boat is easier to sail. You can learn to sail in an afternoon. Read one of the widely available pamphlets on the basics of sailing. Pick a nice day with a light breeze. Take the boat to the water, launch it, fill the ballast tank and buzz around with the engine until you get the hang of it. It is no tougher than driving a car. Then set the mainsail and let the wind provide some of the power. Keep the engine running at idle to get you out of any tight places. An hour or so of this and you will have a pretty good idea of how it all works. When you are comfortable using the mainsail, raise the jib. An afternoon like this and you will be fairly accomplished.

To learn to sail is easy. To learn to make a boat sail to perfection can take forever (this is one of the great joys of the sport). The best argument for learning to sail is that once you start, you will stay with it for a lifetime. It is that much fun.

The boat comes with a 26 page owners guide, filled with photographs and instructions, for the initial rigging of the boat, and for every phase of its operation and maintenance. In addition, many dealers provide lessons when you purchase your boat.



This photo shows the 26 sailing into the wind toward Angel's Gate, the main entrance to Los Angeles Harbor. The boat is being single handed, sailing under mainsail and genoa. The wind is blowing about 12 knots, just right for a pleasant afternoon sail.

There is no nicer or lower cost way to spend time than sailing. There are few things in the world that are as quiet, graceful and downright fun. You will find no better way to spend an hour, a weekend or an entire vacation. From the vantage point of a sailboat, the normal cares of the world seem small. A sailboat is versatile. For a couple, put on the music, fill the ice chest and you have romance. It is also a wonderful sport for a family. Most of the families that own these boats have children, and the kids seem to love it. If you want a thrill, few sports can match heavy weather sailboat racing.

There is also much to be said for quietly sailing off all by yourself. Sailing is one of the few pastimes left where you can get away from the crowds. There are thousands of quiet coves, rivers, islands, anchorages and secluded waterways. Many of the best vacation places are at the edge of water. Unfortunately, the land side is packed with humanity. The water side has barely been touched. With a boat as your own private island, you can enjoy all the beauty and seclusion you want...and the fishing is usually good. If you like people, crowds and action, a sailboat can get you there too.

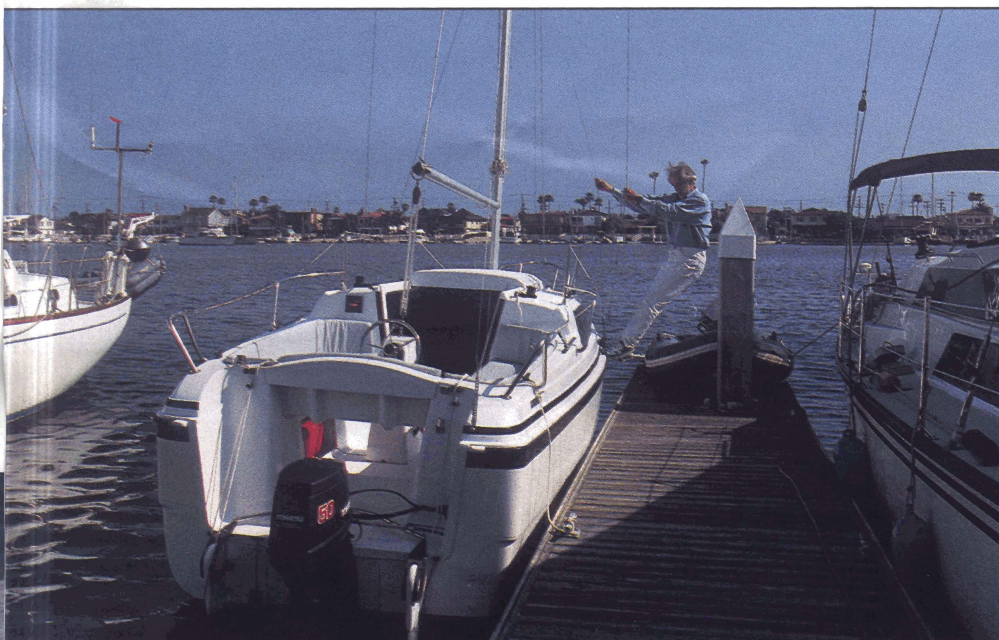




The boat has built-in solid foam flotation to keep it afloat in the event of damage. It won't sail fast when flooded like this, but it beats swimming. Most competing boats do not offer this essential safety protection, and their heavy keels can pull them straight to the bottom. Don't get a boat without solid flotation!



This is the wheel steering system. It is easier and more natural to steer with a wheel than with a tiller, and a lot more comfortable. The mainsheet mounts to the top of the steering pedestal, and can be reached from anywhere in the cockpit.



**Stability:** The relatively flat bottom required for high speed powering creates one of the most stable sailboats you will ever find. The photo to the left shows 180 lbs on the rail with the water ballast tank empty. Other boats would show some serious tipping.

The 26 is self righting with the water ballast tank filled. This means that the boat will return to an upright position after being pulled over on its side with the sails set. A ballasted sailboat is very much like the inflatable toy with a weight in the bottom that kids use as punching bags. The weight makes the toy return to vertical after it is poked.

It takes about 300 lbs at the top of the jib to lean the boat beyond 30 degrees, and 120 lbs at the same place to hold it on its side with the mast parallel the water.



This optional sunshade is a comfort on really hot days. It folds back, out of the way, when not in use. It can be left in place for powering or sailing. On a hot summer day, you will always be cooler on the water.



The optional stainless steel ladder can be used for swimming or for boarding the boat while it is on the trailer. The ladder has a significant slope to the rear which makes it easier to use than one that is vertical.



The steering seat hinges up and out of the way to allow for easy boarding while the boat is in the water or on its trailer. This is a lot easier than climbing up and over the relatively high side in order to get on or off the boat. In the down position, it makes a comfortable steering seat for the captain, and helps keep the crew from falling off the rear end of the boat.



The roller furler allows the size of the jib to be controlled from the safety of the cockpit. In this photo, the jib has been rolled in to about 1/2 of its normal size, and the mainsail area has been reduced by 40%. This is essential for sailing in high winds, and great for learning to sail in normal winds. When the wind blows hard, the boat will actually sail faster with reduced sail area.



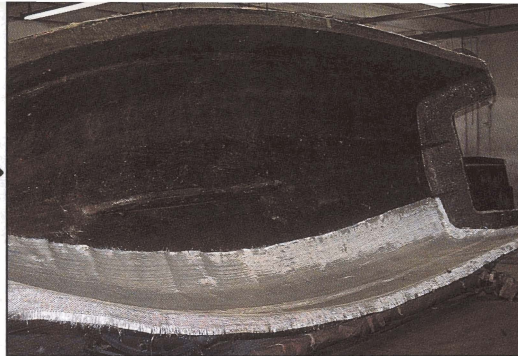
The picture above shows the 26 racing, in really light winds, against our MacGregor 65. The smart money was bet on the 65. The 26 actually hung in there pretty well for a while. This is an extreme example of "blanketing", where one boat (the 65) blocks the competitors wind. Whenever 2 boats are sailing in the same direction, there is a race, and sailboat racing is fun.

The pictures at the right show the cruising spinnaker. The sail is easy to fly and colorful, and adds an amazing amount of speed when sailing downwind. It is flown and controlled just like a jib or genoa. Unlike conventional racing spinnakers, it does not require a spinnaker pole or extra hardware.





Production begins with the spraying of the exterior color (polyester gel coat) on a highly polished and waxed 3 ton hull mold. The waterline and accent stripes are also sprayed on at this point.



Alternating layers of fiberglass fabrics are then applied. Each layer is saturated with resin and all air and excess resin is removed. The resulting laminates are of the highest quality.



Here the cured hull is being removed from the mold. Notice the high gloss and molded in stripes. All the fiberglass parts are built in precision molds in the same manner as the hull.

**FIBERGLASS STRUCTURES:** The MacGregor 26 is built to outlast all of us. Each boat is built of individual layers of fiberglass fabrics, laid in place by hand, in a carefully controlled process. Hulls and decks are light, but strong, with extra reinforcement at all high stress points.

Most of our competitors use "chopper guns" to build their boats. These are devices for spraying a mixture of resin and very short strands of fiberglass. We don't use them, even though they reduce cost. They do not, in our opinion, give adequate impact strength or controllable hull and deck thickness. They result in heavy laminates with low fiberglass to resin ratios, accounting for much of the excess weight found in many competitor's boats. Light weight is the key to easy trailering and to high performance.

We have stayed away from sandwich construction. Most of the failures of fiberglass hulls involve the rot or delamination of balsa or foam core materials. We use only solid fiberglass laminates in the 26's hull. If exposed to water for long periods, balsa coring material can rot and literally turn to soup, causing major structural problems. Balsa is fine, in our opinion, for decks and structures that are not constantly immersed in water, as long as there is no balsa near holes for hardware. Foam cores are also widely used for stiffening hulls, however, they offer less than 200 pounds of adhesion per square inch. That is not much better than rubber cement. It takes over 2500 lbs per square inch to delaminate the resin bonds that hold our hull laminates together.

Our bolted hull to deck joining system is strong, but compact, and adds little to the width of the boat. Many of our competitors use wide joining flanges, which contribute a lot to their beam, but add very little to strength or usable inside space.

**RIGGING:** Ours is specifically designed for trailering. We use stay adjusters, rather than turnbuckles, for the wires that support the mast. With masts that are raised and lowered, turnbuckle bending and failure is very common. Stay adjusters are stronger and far more reliable. Also, we bolt the support wires to the mast, rather than using removable "T" fittings that can fall off and allow the wires to tangle up in the trailer wheels when on the road.

We use double nicopress fittings on the mast support wires because of their reliability. Swaged fittings have a tendency to crack, and it is impossible to determine their true condition without X-ray. The nicopress fittings, in contrast, are easy to inspect. We have had remarkable success with these fittings over a long period of years. On hang gliders and ultra light aircraft, you will always see nicopress and not swaged fittings. These guys really have their life on the line when choosing hardware.

The MacGregor 26 has a permanent backstay. We consider this to be an absolute essential for keeping the forestay tight (for proper sail shape) and for keeping the mast from collapsing forward when sailing downwind. Other builders' omission of this critical support

is something of a triumph of hope over reality.

At one time we used full battened mainsails. We have switched to soft sails for the following reasons: Full battened sails have to be rolled up in a long, bulky tube and take up a lot of room in the boat when stored. The battens press hard against the mast and make the mainsail more difficult to raise and lower. The long battens are subject to breakage when they press hard and chafe against the mast support wires when running downwind. They are heavier, and weight aloft is critical. They make tacking more difficult, and, for a given sail size, they are not as fast as a conventional sail.

**WHY THE LOW COST:** As you have probably noticed, the price for the MacGregor 26 is considerably less than the price of boats of comparable size. The reasons are many.

The design is simple and straightforward, the hallmark of sound engineering.

MacGregor is one of the largest, highest volume sailboat manufacturers in the world. These boats are built in one of the most modern and efficient plants in the industry. We have specialized in this market for over 25 years, and have built over 35,000 boats.

This volume production has many cost advantages. Overhead and development costs are spread over a large number of boats. We buy the same or better materials than other builders, but we buy for a lot less because of our higher volume. For example, we buy resin by the tank car, whereas most builders purchase by the barrel. Our prices can be 30% to 40% less for the same material. We, like most successful companies in aircraft, cars and virtually everything else, do our own design work. We know our manufacturing capabilities better than an outside designer. Many designers spend very little time in production plants, and tend to create boats that are extremely costly to build.

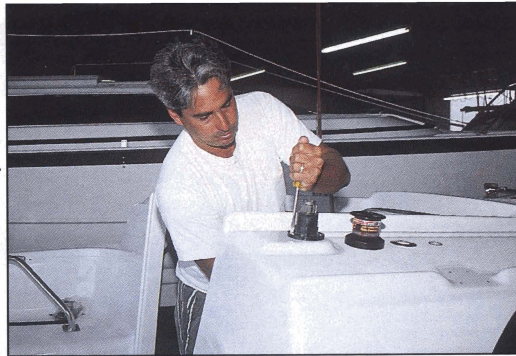
Our work force is highly specialized. Because of our volume, each worker can concentrate on one job and he soon becomes the best in the industry at that job. Unlike most sailboat builders, we make large investments in manufacturing engineering---the art of creating production systems that are labor saving and foolproof. We build jigs, fixtures and other tooling that allows the worker to do his job with a minimum of effort and a maximum of accuracy.

Every tidbit of knowledge permanently transferred to tooling or equipment lowers the requirement for high paid labor. The results are accuracy and low cost. Don't overlook the fact that water ballast is free. Lead and cast iron cost big money.

Computers have helped us control cost. Advanced computer modeling is used in all phases of design work; to create the boat itself and to prepare patterns and precise shop drawings that spell out every detail of the boat and its production. We have created our own specialized software for production scheduling, purchasing, inventory control, cost control, payroll, and structural analysis.



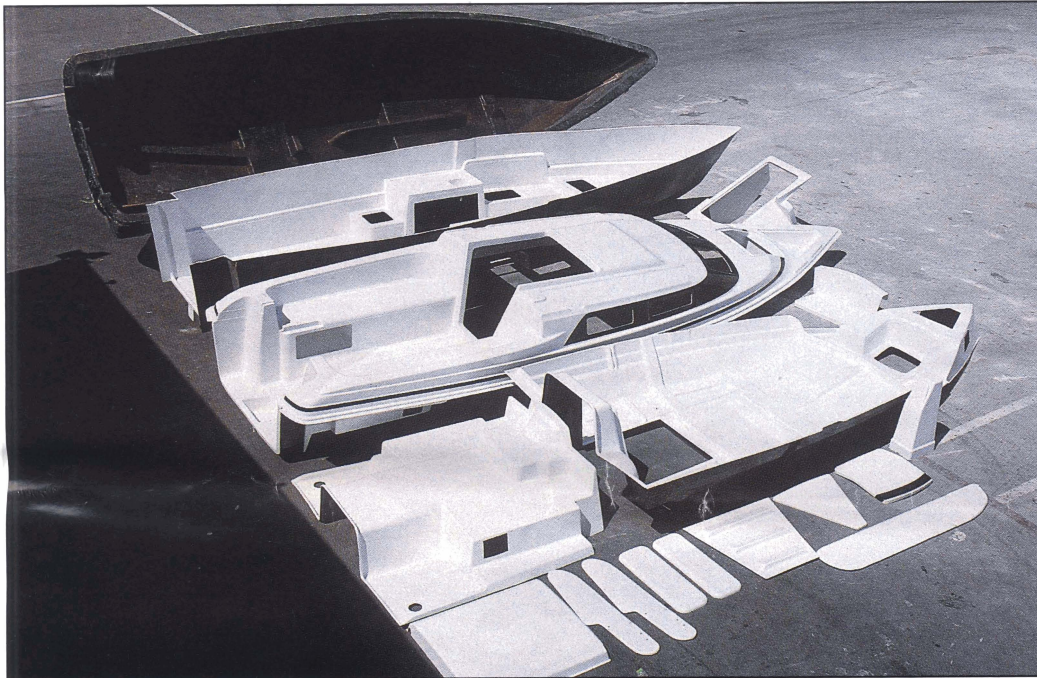
This is the deck being removed from its mold. The window accent color and the non-skid surfaces are molded in. The deck liners have already been bonded in place.



Hardware is then attached to the deck and hull. The fiberglass thickness is greatly increased where each load carrying item is located, and all items are thru bolted, with large backup washers.



The hull and deck are joined with 3/16" bolts on 4" centers. Top grade adhesive is used to insure a watertight seal. Many builders use screws or pop rivets for this joint. Bolts are better.



These are the parts that make up the boat. At the left is the hull, still in its mold. Notice that the water tank and centerboard trunk are molded in as part of the hull. Next is the hull liner, then the deck, and then the deck liner. Rudders, bulkheads and other smaller parts are around the perimeter.



We are building and selling a lot of these boats. These newly completed 26's, being readied for shipment, represent only a few days production.

Most of our competitors build many types of boats of varying sizes, and their skills are spread too widely, preventing them from really optimizing the design and production of any one model. We do no custom work. We build only the configuration shown in this brochure. Basically, we do just one thing, and we do it well.

Don't be taken in by the old adage "you get what you pay for". It is often the inefficient builder's rationalization for his higher prices. Be sure that "what you pay for" is not a builder's high overhead, excessive advertising expenditures, equipment that you do not want or need, unnecessarily complex designs, poor inventory control, lack of well engineered production tooling, or a wide range of other wasteful business or manufacturing practices. These are of no value to you, but their costs are invariably passed on to you in the form of higher prices.

**LOWEST OPERATING COST:** The typical monthly payment on an installment loan for this boat is about \$170. The following is a rough idea of the typical yearly cost of owning a MacGregor 26.

	From (\$)	To (\$)
Maintenance	0	50
Trailer license	0	49 (California)
Boat registration	0	9 (California)
Insurance	0	180
Ramp fees	0	100

Other costs may include outboard motor maintenance and fuel. Sailing may even save you money by replacing a far more expensive leisure activity.

**LOW MAINTENANCE:** The MacGregor 26 is as maintenance free as a boat can be. The rigging is of anodized aluminum and stainless steel. The fiberglass hull and deck require only an occasional waxing. Woodwork means work for you, so there is no exposed wood to refinish.

The cushions and carpets can be easily removed and the boat's interior can be hosed out. Avoid interiors that have fabric bonded to the walls and ceilings. They are hard to dry, and mildew badly.

Resale value on our boats has remained high in relation to the value of boats stored in the water. If an owner has to pay high dock fees and finds that he is using the boat less after a few seasons, he feels the pressure to sell it. Trailerable boats, on the other hand, don't have the big expense meter running. The result is that they come on the market a lot less frequently than more expensive "in-the-water" boats. Once the initial investment is covered, trailerable boats remain close to cost-free. Many of the owners have held on to them for decades. Many of the boats still look as good as the day they left the factory. For this reason they tend to hold their value. Unlike a car, they don't rust away to junk in seven or eight years. Fiberglass seems to have no age limit.