

Dear Supernova Sailor,

We are just about to change a very tired set of moulds that have completed their useful life.

The cost of doing this is not small and when Hartley's think about all the new tooling and design work we have undertaken during the past few years it's the last thing on our minds. However we want nothing but the best standards for the Supernova.

With every new boat we have acquired we have, with the exception of the Supernova, invested in new technology and tooling and with the expertise of Phil Morrison improved the boat and in turn given the class a new life.

The question we have asked ourselves many times is "do we keep the Supernova the same for the next ten years"? That will be the period of time when the cost of the new tooling will be paid by expected boat sales, or do we use this opportunity, employ the best designer in the UK, Phil Morrison, and produce the best boat you have ever seen and at the same time ensure the new boat is still a Supernova.

The new design route will be expensive, with new tooling cost, disruption for our business which is the last thing we at Hartley Laminates would want after years of re-tooling. It is a fact of life that if the new boat is a winner, which if we put our name to the changes it will be, there will be Supernova sailors that are not happy with change. Therefore why change the boat:

1. Year 2010 the boat looks old fashioned.
2. We are not attracting enough new sailors.
3. We can improve the looks of the boat.
4. We can design the cockpit so it's easier to build and at the same time make it stronger without adding weight.
5. The boat would be much better with less buoyancy - we can alter this and make it easier to right.
6. We can have a sexy open transom which will drain easy and allow an old age pensioner (me) to get in easy after capsizes.
7. The new boat will look stunning and will appeal to a much younger sailor as well as our normal fleet sailor.
8. There will be no changes to the Hull design.
9. These reasons plus many other factors have made the decision to appoint Phil Morrison and go for the new boat to be launched 2010.

Timing and Pricing.

1. We would wish to have the new boat ready for Alexander Place show.
2. The new boat Price will reflect a contribution to the cost incurred and it will sell at £4995.00 complete.
3. To ensure its success from day 1 the following offer will be available.  
20 boats will have a price subsidy as follows
  - a. First 10 Boats ordered for delivery April 2010 or to suite requirement - £1000 off = Net Price £3995.00 (inc.vat)
  - b. From 10<sup>th</sup> boat to the 15<sup>th</sup> boat ordered Deliver April 2010 or to suite requirement £750 off, Net price £4250 complete.(inc.vat)
  - c. From 15<sup>th</sup> boat to the 20<sup>th</sup> boat ordered deliver April 2010 or to suite requirement £500 off, Net price £4495.00 (inc vat)

To support the new launch we will have the boat tested by Yachts and Yachting with a big press release and we will show the new boat at every large boat show and advertise the new boat extensively throughout the year.

We also look for the fleet to support the new boat and help in its success.

***Exciting times for a great exciting boat and we look forward to 2010 with great expectations.***

Mark, myself and all the staff at Hartley Laminates would like to take this opportunity to wish you and your families a Very Merry Christmas and a Very Happy New Year.

Best Regards,

Richard and Mark.