

How to explain  
a Bertram to  
your wife.

Don't try. Just show her this letter Diane Perry sent Bertram on April 28, 1981.

Dear Sirs:

I feel compelled to write you. Two years ago my husband bought your 28-foot flybridge cruiser. I was shocked at the high price we paid for what I considered to be a rather dull and sparsely appointed boat. My husband was quick to point out the quality of workmanship down to the tiniest detail, and the high resale value. But, for two seasons, I felt cheated bouncing around on our highly priced "fishing machine."

I finally convinced my husband to take the family on a five-day cruise from Atlantic City to Annapolis. We left in marginal weather, anticipating a one-hour ocean ride close to shore before laying over. We were blown off course and found ourselves in 8-10 foot seas ten miles out. I've been in rough seas before. However, what we encountered was unbelievable. We literally were tossed around like ping-pong balls in a fan.

As the storm worsened, I was positive the boat would split in half, the engines die, or the bilges fail. With waves hitting us broadside, the hull slapping down again and again with an ear-splitting sound, and the whirring of propellers in the air, I never felt so close to dying.

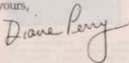
With my daughter clinging to me, I was thrown so hard that I hit my head and blacked out. When I came to, my son was yelling that we were o.k., and that we were in an inlet, near a marina.

I could not believe that we had survived. For any boat to take that kind of beating and perform as fantastically as it did is incredible. Nothing was damaged or broken. It took some time to clean up the mess inside, but a wash and hosing was all the boat needed.

Our Bertram is worth every penny we paid. We have been looking to step up to a bigger boat for about a year and we've looked at the competition. Now I wouldn't even consider anything but a Bertram. Your uncompromising pledge to quality construction is the most beautiful and, when it counts, the only thing that matters.

Thank you for making the best boat on the water.

Very truly yours,



**The Bertrams**