

## Stabilizer Customer Report

WESMAR's Low Profile Roll Fin Stabilizers

**"I'm absolutely amazed...with the stabilizer the boat flattened instantly!"**

"I am absolutely amazed! We were in the ship canal that connects Lake Union to Lake Washington," said John Whitcomb, co-owner of Seattle Yacht Service Inc., describing sea trials of WESMAR's new low profile 2.5 sq. ft. fin on his 34-foot Tollycraft, Quick Change. "A large boat had gone through and caused a considerable wake, which bounced off the retaining walls and developed a lot of sharp 2 footers. We were really bouncing and when we turned on the stabilizers the boat flattened instantly.

"Then we traveled into Lake Washington on the south side of the 520 bridge. It was a blustery day with 3-foot seas and we were traveling at 22 knots doing figure eights. We could have put a full wine glass on the console and not have spilled it."

"Before WESMAR introduced the new, low profile design, stabilizers were unheard of for a 34-foot boat," said Whitcomb. "Our market is boats 30 to 50 feet and traditionally they rock and roll more than the larger boats. If a boat owner can spend under \$20,000 to take the roll out of their boat, they will buy it," said Whitcomb. "It's a small amount to pay for boats costing between \$200,000 and \$400,000. I predict it to be the next big product in this industry, and we'll be marketing the life out of it. Today, everybody has bow thrusters, and stabilizers are coming right behind them."

The Quick Change has a cruising speed of 21 knots and with the stabilizer, Whitcomb says he's lost only a ½ knot max. "I'm not going out without a stabilizer again," said Whitcomb.

Whitcomb and his partner Paul Zimmer own Seattle Yacht Service at the Canal Boatyard in Seattle's boating center. By incorporating their combined experience they have created a company known for quality service and yachting excellence throughout Puget Sound. They do major repairs, upgrades and installations from service on bow thrusters to custom woodworking, diesel, electrical, and electronics maintenance and installation, fiberglass repair, generators, you name it. "We have 15 employees and we focus on good, quality work and strong customer service," said Whitcomb.

Whitcomb says the low profile design fits comfortably in small boats. "It's easy to install, the instructions are great and the factory support is outstanding."

He is no stranger to boating, and has owned his own boats for 30

years. He uses his completely rebuilt 1981 Tollycraft personally and as a company demonstrator, and most recently credits the WESMAR stabilizers with expanding his own boating horizons. "They've gotten my wife back on the boat. They've relieved her anxiety. We do a lot of cruising in the U.S. and Canadian San Juan's, frequently fishing and cruising in Desolation Sound. I've spent some days holed up and sheltered because of rough weather and this will improve that. I'm not going out without stabilizers."



*John Whitcomb, Seattle Yacht Service, Inc.*



*The 34-foot Tollycraft, Quick Change on Lake Washington.*



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