

Stabilizer Customer Report

“When WESMAR says the stabilizer is pre-set, you can take their word for it.”

Joe Lafauci, Cable Marine, Ft. Lauderdale, Florida

WESMAR has the reputation of manufacturing high quality, marine grade equipment that is sold and installed by professional, factory trained dealers able to meet customer demands relating to installation and cost. The installation of each WESMAR roll fin stabilizer and/or bow thruster includes a sea trial for final adjustments before the customer takes possession. It is an opportunity to demonstrate and acquaint the captain and owner with the new equipment.

So the best scenario for a dealer, an owner and the installer is that the job be completed on schedule and the sea trials to be flawless. Sea trials are critical to the entire job, especially on an overseas installation.

The sea trials take on an exaggerated significance when they are 1600 miles away and the install team has traveled there carrying materials for the entire installation as carry-on luggage. That was the situation Joe Lafauci of Cable Marine in Ft. Lauderdale, Florida, addressed when he installed a WESMAR RS600 stabilizer system on a new 65-foot Hatteras in Barcelona, Venezuela, 250 miles east of Caracas. “I definitely wanted the installation to go smoothly especially since I had not seen the vessel before hand,” said Lafauci.

WESMAR’s corporate office was equally pleased with the news that the roll fin stabilizer system on the Venezuelan sport fishing yacht



went so smoothly and performed so well. “We just turned it on and it instantly performed perfectly,” said Lafauci. The vessel Las Migdalia, owned by businessman Juan Curbela, was searching for an installation yard on location in Barcelona, Venezuela. Curbela purchased the system through WESMAR and International Sales Manager Jay Denckla who then asked Joe Lafauci of Cable Marine to personally handle the installation.

“We knew we couldn’t purchase any of the installation materials, high pressure hoses, engine pump mount adapters plus fittings and fasteners on site, so we took them with us as excess luggage weighing 280 to 300 pounds. I had to book a flight for a second employee to ensure that all materials and personal luggage cleared the passage to our twin flight destination without major airline weight restrictions. This later proved to be a prudent deci-

sion for installation support, plus extra security due to political unrest, which peaked at that time,” said Lafauci.

“We estimated the trip would total 8 days: five days for the installation, one day for launch and sea trials plus 2 days for travel to and from Florida. So we made our reservations hopeful our estimates were accurate for a vessel we had not seen in person.

“We completed all the mechanical, electrical and hydraulic as planned. On the sixth day we launched her, turned the key, and went for a sea trial. We met our schedule as programmed and the stabilizer system performed flawlessly.

The client was extremely happy and so were we. There were no adjustments to make during the entire demonstration,” said Lafauci.

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