

# I can't imagine boating without the stabilizers

"Cable Marine and Joe LaFauci are very competent and honorable, and they speak well for WESMAR,"  
Owner/captain of a 70 foot Johnson

Comfort is important. Just ask the South Carolina owner of a luxurious, new, 70-foot Johnson yacht. We will call him Mr. Smith, because he would like to remain anonymous.

Mr. Smith told us the reason he installed the WESMAR stabilizers was because his wife was refusing to go boating unless something could be done to make their new boat more comfortable. And the reason he gave us the interview was because of WESMAR's excellent dealer. After several months using the stabilizers he says, "I can't image boating without them." So begins our story.

"We bought a 70 footer because it was a size and cost that would fit our desire to do more boating. We bought it in Florida and we asked the yacht designer, the builder, and the salesman if it needed stabilizers. They all said it did not."

"For the sea trial we were only on the boat for an hour or so, and apparently the weather was calm. You can't know everything about everything after just an hour."

But after about 6 months, it was clear it was not a comfortable ride. If the weather is good, or you have super connection with the powers that be, it might be okay, but for use we couldn't wait for just calm weather. "This was a boat we planned to use a lot. That's how you justify a 70 foot boat."

Mr. Smith said his previous boats were smaller and they used them much less because of business and



family demands. So adapting to weather conditions was more comfortable than than now.

They moor the MY By The Way in Florida for 6 months during the winter and cruise the Bahamas and the Keys. Summers are spent in New England and the rest of the year is in Charleston, close to home.

They spent this past July through September cruising the New England Coast visiting Nantucket, Martha's Vineyard, and similar spots.

The decision to get a stabilizer was "after my wife said she was not going on our boat again."

Mr. Smith is a qualified critic. He knows electro-mechanical products, is no stranger to design, quality, customer service, or the many other elements that go into product development and sales. He is the owner of an 800-employee manufacturing company with three locations. Himself a mechanic and an engineer, his company manufactures large machinery, helps him recognize quality components and products.

Mr. Smith began his search for roll fin stabilizers by reading all about

the products...the technical features, and more. He knew he wanted to buy from a company that would stand behind their product whether his issues was about the product itself or related to the installation.

Enter Joe LaFauci, WESMAR's Florida Distributor Cable Marine and president of Yacht Equipment and Sales.

"Joe came to the boat. He brought his technical installer, and he knew his product. He recommended WESMAR, said he could do the installation, told me how he would install it, how long it would take, and gave me a price. He did exactly what he said he would do and we are very pleased with his work and the performance of the stabilizer system.

"They have improved the ride and I can't imagine boating without the stabilizers. I am giving this interview because of the fine people I dealt with, Cable Marine and Joe LaFauci. They are very competent and honorable and they speak well for WESMAR.

