

# WESMAR's Customer Service Is the Best Says Installation Maestro

Mike Canranus left the WESMAR training seminar in August and promptly took a job installing a set of WESMAR 9-foot stabilizers on a 76-foot Rayburn Motor yacht. "It was an aftermarket installation, using the 9 square foot fin WESMAR system. The customer is extremely happy," said Canranus.

We tested it in choppy seas and it performed very well. "It's a boat with a lot of weight (76,000 pounds) up high and the cruising speed is 10-12 knots. A vessel like that, without stabilizer, rolls a lot."

But that is just half the story. Canranus is a craftsman and a perfectionist who has been in the business since 1969. You can't fool him. And Yacht Outfitting of San Diego, is committed to outstanding quality and pride of craftsmanship. So first and foremost Canranus wants to install good equipment with companies that stand behind their products. That's what he found with WESMAR. Canranus, is described as a 'maestro' with a reputation for very precise, accurate work. For the stabilizer install he designed a custom jig template so when he bored the holes for the fins it was spot on, right where he wanted it to be. Don Elms, WESMAR's sales manager in southern California confirmed



*Mike Canranus is known for his meticulous and accurate installations.*

that. "It was a meticulous job; perfectly square and lined up."

Canranus says other companies may have similar products on some level, but WESMAR's aftermarket ability is what has sold him. "WESMAR is very good to deal with. They never lost their sense of humor and they just get it done."

Yachting Outfitting, located at the Shelter Island Boatyard in the center of San Diego, California's yachting community, has been serving the boating public for more than 20 years.

It is a full service yard with a 70-ton haul out capacity. They do electrical and electronics installations, stainless steel and aluminum welding and fabrication, fiberglass repair and fabrication, painting and refinishing, engine repair, canvas and upholstery, and woodworking.



*It was smooth riding for the 76-foot Rayburn after being fitted with WESMAR 9-sq foot fins.*



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