

Thruster Customer Report

Viking Yachts Chose WESMAR

Only the Best for World Class Boat Builder

When Ernst & Young named Bob and Bill Healey Entrepreneurs of the Year in 1998 they cited ingenuity and perseverance as the characteristics most responsible for their success.



Bob and Bill Healey, Chairman and President of Viking Yachts.



Viking describes their 65' as offering the best of all worlds. It is a beautifully styled ship with exceptional space and seakeeping capabilities made even greater thanks to the WESMAR counter rotating, dual prop bow thruster.

The Healeys, owners of Viking Yachts of New Gretna, New Jersey, have earned and maintained a reputation for building some of the world's leading luxury performance cruising and sport fishing yachts, with 29 world-class models from 40 to 82 feet.

"If you can meet Viking's high standards, you know you are providing the best possible product," says Bob Sentz, Managing Director of WESMAR's Mechanical Division.

Viking has installed more than 50 WESMAR DPC bow thrusters on their 54, 58 and 60-foot yachts. Recently they installed a WESMAR on their new 65-foot sport fisher, which is available in an open or closed fly bridge configuration.

"We like the WESMAR bow thrusters because they are reliable, have a very good reputation within the industry, and we get next to immediate response and resolution to our questions from the manufacturer. Our customers like it because it performs well," said Lonnie Rutt,

Manager of Engineering for Viking and the person responsible for new product development.

"The drive unit for the 65-footer was the same size and we didn't have to change our tooling to accommodate it. It was easy to install and very competitively priced."

Viking builds about 100 high-end yachts each year, valued between \$600,000 and \$3,200,000. After 35 years, they are still under the direction of their founders, brothers Bob and Bill Healey. In 1965, Bill, an engineer, and Bob an attorney, purchased a small, struggling New Jersey wooden boat building operation and grew it to what today is a world leader in semi-custom fiberglass yacht production operation. They have delivered over 3,600 yachts.

"My father and my uncle have overcome some tremendous obstacles," says Bill's daughter Cathy McCausland, Director of Marketing, "including the need to keep the company afloat by cashing out their own retirement accounts in the early 90's to feed the company, then struggling under the blanket of the luxury tax."

Today, Bob is Chief Executive Officer and Bill is company President. A second generation of Healeys is now in management. Cathy's brother, Patrick is head of Sales and her cousin is head of legal. "We have a lot of good, dedicated, hard working people here, and we never stop improving the product or listening to our customers. No matter how many boats we build, there are still ways to improve everything we do," said Cathy.

