

WESMAR Cruising Package a Hit With New England Boaters

When you visit Solomons, Maryland, which sits at the western shore of the Chesapeake, where the Patuxent River spills into this majestic bay, you immediately aspire to be stranded there for an entire summer. This beautiful community of about 1,500 offers some of the most picturesque viewing sites on the Chesapeake. The pace is never too fast on Solomons Island, the lifestyle is just right.

At Washburn's Boatyard the pace is not so relaxed. Busy all year, the yard features full mechanical, carpentry, welding, fiberglass, and rigging services. Covered storage, deep water and transient dockage and haulout for self service are available. One reason Washburn's has such an excellent reputation is the company hires and relies only on the best technical representatives in the business. "Our people are extremely adept," says Chris Washburn, owner of the yard. Recently one of our employees discovered a flaw in the factory's wiring of an autopilot."

What Washburn's really sells is customer service. With a gregarious staff, helpful by nature and pleasant to work with, the business frankly draws people with personality. Happiness is not the only service sold at Washburn's. While we were visiting, a boat-owning couple from Boston was in town to pick up their 48' Krogan Whaleback. The Obitz's had spent just enough time at Washburn's to fall in love with the place. "This yard does terrific work, spotless work," said Mr. Obitz. "The little marinas we run into around home are not as knowledgeable." We have some friends who have a boat identical to this one and when they came aboard our boat they remarked how clean the installation looked," said Mrs. Obitz. They couldn't believe how tidy the engine room was. It was much



This 48' Trawler is one of several boats that Washburn's Boatyard has outfitted with WESMAR's ultimate cruising comfort package.

more appealing than their version."

The Obitz's are one of a number of boat owners who are choosing to install a new WESMAR "ultimate cruising comfort" package. This single-pump, dual pressure combination hydraulic package provides the necessary hydraulic flows to run both a roll fin stabilizer and bow thruster. Hydraulic pressure for either application is always on standby, as is comfort. Designed for limitless operating capacity and cost effectiveness, a yacht owner can save thousands of dollars on this efficient system rather than rely on two separate hydraulic packages - one for the thruster, and one for the stabilizer. With a WESMAR RS600 electronic gyro roll fin stabilizer and T-25 bow thruster, the Obitz's are set for future cruising. One of the reasons the Obitz's chose to have their hydraulic package installed at Washburn's is the yard has worked with Krogan and WESMAR products in the past. Months earlier, another owner had the same WESMAR cruising package installed on his Krogan 48 at Washburn's. The boat is in Florida at the time of this story and the owner has called Washburn's from his boat on several occasions just to tell them how

pleased he is with the equipment and the boat's performance in rough conditions.

With 20 years experience in boatyard management Chris Washburn knows what it is like to serve customers, but he also can identify with customers like the Obitz's better than most. "I used to operate a boatyard in Annapolis about 10 years ago and after it was sold I purchased a new Krogan and went cruising for two years - a wonderful experience. I know exactly what people are looking for when seeking comfort on the water."

What does he see in the future for Washburn's and WESMAR?

"We would like to specialize in Trawlers," says Washburn. With our new Merc-cruiser lifting crane, we can haul all the big powerboats, and the owners of those boats all enjoy cruising in comfort, so I envision Washburn's Boatyard installing a number of WESMAR stabilizers. He has several on order at this time.

Once those customers visit Solomons, Maryland, they may choose to never return home.

