

# WESMAR'S NEW DC THRUSTER DESIGN DRAMTICALLY SIMPLIFIES UPGRADES

WESMAR has made replacing outdated thrusters close to effortless with a simple two-bolt design. Created for easy drop-in installation, WESMAR's new stainless steel bow and stern thrusters can also fit on competitive two-bolt metric systems. Perhaps the greatest significance of WESMAR's new thruster design is the option it provides to those who want to upgrade to a more modern thruster with increased torque.

Also simplifying the installation process, WESMAR has developed a new stern tunnel for a more efficient upgrade.

The key features of WESMAR's DC thrusters are:

- Fully proportional
- No thermal shutdown
- Easy drop-in replacement for competitive units
- Heavy duty stainless steel rather than plastic propellers
- Rugged and long lasting thrusters not subject to electrolysis corrosion

In addition to its retrofitable design, WESMAR is escalating the horse power of their bow and stern thrusters

with a dramatic new design that increases power from 8 to 13 horse power. Now, thanks to the new high



WESMAR's stainless steel dual prop DC Pro Thruster

tech design, boat owners and captains alike can achieve more thrust through the same sized tunnel. Unlike other brands, WESMAR's DC thrusters offer maximum power for vessels without the worry of early thermal shut down.

Providing more reassurance when maneuvering a boat, WESMAR thrusters are crucial for all vessels,

especially in critical situations. The DC motors can be controlled proportionally, allowing for the application of only the necessary thrust for any circumstance such as docking in a crowded waterway, or increasing thrust when conditions dictate.

## THRUSTER BROCHURES GET A NEW LOOK



WESMAR's New DC Pro Thruster Brochure



PRETTY PENNY SHINES  
THANKS TO WESMAR  
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HELP YOU SELL!  
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NEW DC PRO  
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## TRAINING CLASSES SCHEDULED FOR JUNE 15-16 & AUGUST 17-18

Ask any long-time WESMAR dealer, installer or builder, and they will likely say the WESMAR Technical Training classes are the most valuable in the industry. Held now for 12 years, the annual hands-on training courses held annually at Company headquarters, have been widely attended and many companies return year after year, to learn about new products and new applications. To date, over 600 students have graduated from

WESMAR's Stabilizer, Bow Thruster, and Sonar courses from almost every seacoast country in the world.

WESMAR believes more people are trained on their equipment than all the companies combined, providing trained service capability wherever WESMAR equipped vessels travel. The goal is to enhance ownership of WESMAR products with an extensive worldwide cadre of factory trained people.

Because of their popularity, attendance is limited to a first-come, first-serve basis. So it is important that you get your registrations forms, which were mailed out earlier this month, returned as soon as possible. They can be downloaded at [www.wesmar.com/thrustab.html](http://www.wesmar.com/thrustab.html) or by calling or emailing Bob Sentz, [bsentz@wesmar.com](mailto:bsentz@wesmar.com) or at 425-481-2296.

See you in June or August.

## WESMAR'S VERTICAL ANCHOR WINDLESS: SAFE AND EASY ANCHORING



WESMAR's Stainless Steel Anchor Windlass

WESMAR has introduced the new WM3500 Stainless Steel Vertical Anchor Windlass. The WESMAR Anchor Windlass addresses anchoring,

quicker and more safely. With a touch of a button, the Vertical Anchor Windlass provides stress-free anchoring, requiring minimal crew and effort. The risk of accidents is greatly reduced with a safety lock to help prevent unintentional windlass deployment.

Ross Lund of Classic Yacht Service in Fort Myers said, "The windlass works great, everyone loves it. I have a customer who dives a lot, anchoring multiple times a day. He says the windlass has been flawless."

Key features of the Vertical Anchor Windlass include:

- Polished stainless steel drum, chain wheel and pedestal base
- Combination chain and rope function
- Commercial duty, high torque, hydraulic motor
- Preset stopping on retrieval
- Improved rope grip

A vital addition to WESMAR's state of the art Central Hydraulic Systems, the Vertical Anchor Windlass shows a commitment to safety and accuracy.

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## 2 PRETTY PENNY SHINES THANKS TO WESMAR HYDRAULICS

*"We have only nine inches on either side of the boat when pulling into the slip," said Martin. He uses both the bow and stern thrusters to expertly maneuver into the narrow spots with ease.*

Bill Martin, owner of Pretty Penny, can say with confidence that WESMAR has significantly improved his boating experience. After owning a 40-ft Tiarra, Martin had the Pretty Penny, a beautiful 51-ft Tao/Martin Yacht, custom built to his exact specifications. Composed of two staterooms, 2.5 bathrooms, a galley, salon, flybridge and a 16 foot flush deck, Martin and his wife Kathy cruise aboard the stylish Pretty Penny each year for at least a month. "When building the yacht this time around, it was important to have all American electronics," said Martin. He chose WESMAR's reliable



The M/Y Pretty Penny

electronics including stabilizers, bow and stern thrusters, hydraulics and vertical anchor windlass. Now Martin and his wife fully appreciate the difference WESMAR electronics have made to vessel handling. "There's no comparison with how the other boat rode," he said.

Of particular importance was the

impact of the WESMAR stabilizers. "I love the stabilizers," said Martin. "Kathy is especially happy with the comfort of the stabilizers, she usually has trouble with her legs on boats, but with the WESMAR stabilizers, it isn't a problem," said Martin. Providing a smoother, more efficient ride with the WESMAR stabilizers, Martin reports that even in stormy weather, the Pretty Penny is perfectly comfortable.

WESMAR's electronics not only offer easy traveling when Martin and his wife cruise to the Bahamas each year, the WESMAR thrusters also allow for more reassuring docking. "We have only nine inches on either side of the boat when pulling into the slip," said Martin. He uses both the bow and stern thrusters to expertly maneuver into the narrow spot with ease.

## AROUND THE WORLD WITH WESMAR



The majestic 54-ft M/Y Lionheart, currently for sale, has many notable upgrades, including a WESMAR hydraulic bow thruster system and roll fin stabilizers.

Rich Van Gemert and his wife Sue have a passion for cruising and an impressive list of routes and destinations traveled to match. The Van Gemerts have cruised the distance of approximately once around the world, a total of over 25,000. Having lived aboard their sleek 54-ft M/Y Lionheart for five years, the couple have enough experiences to fill a book. After exploring a wide variety of locations, there are two things that have undoubtedly

remained consistent over the years: WESMAR's reliable bow thruster and roll fin stabilizers.

*"After experiencing the benefit of the stabilizers, I would absolutely not make that trip without them."*

Captain Van Germert upgraded to a hydraulic bow thruster in 2000, and says it is definitely, "a good thing to have the WESMAR bow thruster installed." He also adds, "The bow thruster is a nice amenity that makes maneuvering in close quarters a breeze...The stabilizers are important because we do a lot of open-ocean cruising," says Captain Van Germert.

"After experiencing the benefit of the stabilizers, I would absolutely not make that trip without them."

25,000 miles later, Rich said they accomplished this feat "without ever having a problem with the stabilizers."

## THRUSTERS IN THE NEWS



WESMAR's DC Pro thrusters were part of the annual Haul Out Guide's 'What you need to succeed' in the March 2009 issue of Southern Boating Magazine. It read: *For boats 34 feet and up, WESMAR has created new DC powered drop-in stainless steel bow and stern thruster replacements that only require a two-bolt installation. The newer designs offer greater horsepower—from 8 to 13. The increased torque from the newly designed stainless steel propeller system allows for better maneuverability at all speeds...*

## DEALER FEATURE: GOLD STAR MARINE



Doug Bolling at the Gold Star Marine Booth during the Seattle Boat Show

Gold Star Marine, a full-service boatyard located in Port Townsend, WA, has an unwavering focus on customer service. Yard Manager Doug Bolling says the company has been around for over a decade and has experienced professionals to handle almost every aspect of a boat.

Gold Star Marine can upgrade or repair an existing setup or put together a complete new package with the best components available. "WESMAR stabilizer installations have been very popular, used to counteract choppy waves, prevent dishes from breaking, and provide a smoother overall ride, said Bolling. WESMAR is pleased to be working with Gold Star to promote rugged and reliable marine electronics as well as great customer service.

## AROUND THE GLOBE...



WESMAR Sales Manager Carlo Voli is traveling in Brazil and Chile this month where among other things he picked up an order from Sunboats in Brazil for a Stabilizer system on a catamaran. In Chile he is hosting a booth at PESCA SUR in the city of Concepción, a trade show for suppliers of machinery, equipment and solutions for the fishing industry.

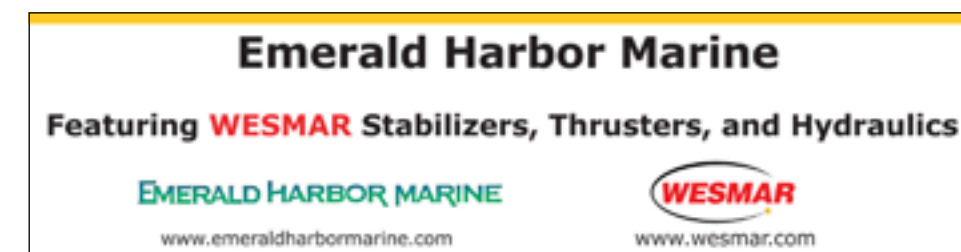
## WESMAR WANTS TO HELP YOU SELL! 3

Banners and other signage, along with updated brochures and flyers were very successful for WESMAR at the winter boat shows. At the Seattle Boat Show, every WESMAR dealer and service yard had its own personalized WESMAR banner. We can do this for you as well. Just let us know what trade shows, or other special gatherings are coming up. Our art department will put together a banner that will brand your company with WESMAR and will surely draw attention to your company. We can

do the same with showroom banners. WESMAR is anxious to support your promotion needs with sales literature, banners, press releases and stories.

We are currently updating several brochures. The most recent, the DC Pro is ready for you now, and a commercial Mechanical products brochure is in the works. Please let us know how many you need for upcoming mailings and we will get them out to you.

### Dealer Banners



### Product Banners



## MAILINGS, MAILINGS, AND MORE MAILINGS



The 75-foot, MV Jamal was featured in this month's Hatteras Mailing.

It is no secret that reaching the end user with a direct mail piece, relevant to their needs, is the most powerful type of advertising. WESMAR has

used this approach over the years to considerable success. We recently began sending customer reports and product literature to 3000 Hatteras owners and the response has been excellent. Next month we will begin sending to owners of another popular boat design. If you have a list of customers to whom you would like us to mail, please contact your WESMAR sales manager and we will get you on the list.