



WESMAR AT THE
WORKBOAT SHOW

PAGE 2



WESMAR BRINGS
COMFORT TO
LONGLINGERS

PAGE 3



UPGRADES KEY AT
2008 FORT LAUDERDALE
BOAT SHOW

PAGE 3

WHY WESMAR STABILIZERS?

SAVE FUEL



"Stabilizers saved us \$500 a day. We burned 100 fewer gallons of fuel traveling the same route and distance as our friends on a same size boat without stabilizers," said the owner of this 55-foot Viking.

PEACE OF MIND



Peace of mind. This beautiful Queenship Passagemaker 60 has a cruising package that includes a WESMAR 'get home' APU system, WESMAR Central Hydraulics, and WESMAR Roll Fin Stabilizers. The WESMAR APU system moved the boat very economically at a surprising 4.5 knots.

BETTER GAS MILEAGE



Greater fuel savings. Before the WESMAR's, M/Y Saphir 70 could travel at 20 knots in calm seas and 17.2 knots in beam seas. Now she makes 22.1 knots in calm seas and 21.5 in beam seas.



WESMAR stabilizers save fuel, reduce fatigue and owner will not cruise without them! Charter Captain and owner of this beautiful 75-foot Ocean Trawler M/Y Jamal says the stabilizers also have been maintenance free.

SAVE YOUR BUSINESS



"Wesmar Stabilizers saved our business. Turbulence is a bad thing on a cruise through paradise," says captain of Archipelago Nature Cruises.

IMPROVE HANDLING



B.C. Ferries offer smooth rides and save fuel. The WESMAR Thrusters and stabilizers on the Victoria Express improve vessel handling, save fuel and minimize roll. "We love them," says owner Jack Harmon.

Western Marine Electronics
14120 NE 200th St. Box 7201
Woodinville, WA 98072 USA



WESMAR AT THE 2008 PACIFIC MARINE EXPO



WESMAR displayed its world-class thrusters and stabilizers for rugged wear at the 2008 Pacific Marine Expo.

WESMAR finished the 2008 Pacific Marine Expo with outstanding success this year. A high number of qualified buyers were present at the show, with interest in WESMAR's Trawl Sonar, Roll Fin Stabilizers, Bow and Stern Thrusters, Custom Hydraulic Systems, as well as the WESMAR APU Systems.

WESMAR TO FEATURE WORLD-CLASS THRUSTERS AND STABILIZERS AT THE INTERNATIONAL WORKBOAT SHOW

Every year, the International WorkBoat Show brings thousands of buyers to New Orleans looking to purchase world-class marine equipment. This year, WESMAR will be displaying the distinguished ABS design approved DP 1 Model V2-20 NS Vortex dual prop all stainless steel bow thrusters and their Model V2-24 along with Active Gyro Stabilizers at booth #1441 in New Orleans Dec. 3-5.

In addition to the powerful bow thrusters, WESMAR will be showcasing the cutting edge roll fin stabilizers for commercial applications. WESMAR's stabilizers have proven to increase hull speed, save fuel, improve comfort, provide auto pilot tracking, and lessen the risk of accidents. One fisherman said he has saved fuel, cut down traveling time, enhanced safety for his crew, and improved his product by using his WESMAR stabilizers. He also appreciates the added stability and lift he now has in rough water.

The design of WESMAR's bow thrusters and stabilizers meet the company's focus on low maintenance, easier retrofit and upgrades, more accurate control, and extremely reliable operation. Aimed at satisfying the needs of crew boats, supply boats, and tug boats to name a few, WESMAR builds extremely durable, long-lasting products for commercial use.



The 109 foot Tug Noelani being fitted with WESMAR's V2-36 350 HP Thrusters.

RUSSIAN DEALER VISITS WESMAR PLANT



WESMAR's President of the Mechanical Division, Cary Jones, welcomed Alex Olkhovich to the corporate office and manufacturing plant Nov. 21.



Russian Dealer Alex Olkhovich with WESMAR's newly expanded Promotions Team. L-R: Lynmarie Souma, Caroline McKean, Alex Olkhovich, and Susan Black.

THANKS TO WESMAR WEST COAST LONGLINER FISHES COMFORTABLY



The Sundancer is one of two West Coast Longliners using WESMAR stabilizers.

Captain Rodney McVicker is the second West Coast longliner to install WESMAR stabilizers and as a result, he reports more steady and plentiful fishing. By adding a set of WESMAR 16-sq. ft. roll fin stabilizers on his 65-foot *FV Sundancer*, McVicker can now fish in rough weather. Thanks to the WESMAR stabilizers, his fishing has been more consistent with less down time.

McVicker says his WESMAR stabilizers provide more comfort and lessen fatigue. The three month albacore season, running from the end of June to October, requires McVicker and his crew to constantly travel. "We travel for weeks at a time," says McVicker. A less fatigued crew is important to overall production, safety, and morale.

McVicker learned about WESMAR stabilizers when Bill Hammer, owner of the *FV Silver Lady*, recommended them. Hammer was the first to install an active fin stabilization system on a longliner.

Hammer and McVicker are leading this new fishing trend with their forward thinking. WESMAR believes the roll fin stabilizers can help other longliner vessels.

SEEN AND HEARD AROUND THE SHORES OF FORT LAUDERDALE

Boat owners who visited WESMAR's booth were interested in upgrading to new WESMAR Equipment.

The 49th annual Fort Lauderdale International Boat Show, which ran from Oct. 30 to Nov 3., is always the heart of the latest boat trends and happenings. This year, boat owners are adding value to their vessels with retrofitable thrusters and stabilizers. WESMAR DC PRO motors are the perfect fit for this new trend of upgrading existing systems. WESMAR's electronic retrofitting packages for stabilizers

WESMAR's newest thruster design, the V2-10 model, has the ability to fit into existing metric sized tunnels with an easy drop-in installation. This model has a longer life with WESMAR's brushless technology and will perform up to 13 horsepower. WESMAR has also increased the horsepower of their V2-7 and V2-8 models to 13, achieving more thrust through a given tunnel size. WESMAR's motors also operate with only 200 amps on the ship's batteries, resulting in less heat and eliminating early thermal shut down. WESMAR's new DC motors



WESMAR's booth at the 2008 Fort Lauderdale Boat Show

and their two bolt design thrusters are making the upgrading process simpler and more efficient.

WESMAR's new DC motors can be controlled proportionally, allowing the necessary thrust for efficient and gentle docking.

can be controlled proportionally, allowing the application of only the necessary thrust for efficient, safe, and gentle docking. As waterways become even more congested, WESMAR's thrusters will provide a significant advantage over others.

New ABS Approval Expands Market for WESMAR Stainless Steel Dual Prop Thrusters

WESMAR continues its lead in the bow thruster industry with a recent announcement that their Model V2-20NS Vortex dual prop all stainless steel bow thruster has been given ABS approval for dynamic positioning applications (DP1).

"We believe WESMAR is the only stainless steel counter rotating dual prop bow thruster system to have ABS DP1 certification..."

After a comprehensive assessment of design plans and data WESMAR said they have received the ABS certificate of design assessment.

The horsepower rating for the V2-20NS is 75 to 150, and the company anticipates similar approval soon for their V2-26 and V2-36 systems, which operate on vessels up to 350 HP.

The coveted ABS rating clears WESMAR thrusters for use on ABS DP1 classed vessels and widens

the scope of business with newly constructed offshore supply boats and crew boats for the rebuilt offshore oil industry in the post-Katrina U.S. Gulf Coast. "We believe WESMAR is the only stainless steel counter rotating dual prop bow thruster system to have ABS DP1 certification," said Bob Sentz, Vice President of WESMAR's Mechanical Division.

WESMAR's rugged and powerful all



The newly ABS approved V2-20NS Vortex dual prop all stainless steel bow thruster.

stainless steel design sets WESMAR thrusters apart from all other bow and stern thrusters. The design meets WESMAR's focus on low maintenance, more thrust per input horsepower, easier retrofit and upgrades as well as more precise control.

MAILING LIST EXPANSION: WE NEED YOUR HELP!

WESMAR is expanding its direct mailing campaigns around the globe. If you have a list of publications, WESMAR would appreciate your help. Please contact WESMAR's promotion department with any available e-mail addresses or phone numbers.

Please Contact:

Caroline McKean
cmckean@wesmar.com

The Mechanical Division *WESMAR News* is published quarterly by *WESMAR* and distributed by email and US mail to the *WESMAR* dealers throughout the world. If you would like to have this sent in email format please contact us at (425) 481-2296 or email: cmckean@wesmar.com or sblack@wesmar.com.

WESMAR Corporate

Bruce Blakey bblakey@wesmar.com President and CEO
Cheryl Blakey cblakey@wesmar.com Vice President

Mechanical Division

Cary Jones cjones@wesmar.com President Mechanical
Bob Sentz bsentz@wesmar.com Vice President Mechanical
Mike Langrud mlangrud@wesmar.com West Coast US
Carlo Voli cvoli@wesmar.com Mexico and South America
Jessica Zou jzou@wesmar.com Asia

Support

Jason Smith jsmith@wesmar.com Production Manager



WESTERN MARINE ELECTRONICS

14120 NE 200th Street
Box 7201
Woodinville, WA 98072 USA

Tel: 1-425-481-2296
Fax: 1-425-486-0909

www.wesmar.com

WESMAR now accepts American Express Credit Cards.