



Volume 7, Issue 1

January 2017 Newsletter - www.aspenpowercatamarans.com

GREETINGS!



Wow, can't believe it's been another year! Now we're past the election, it's nice to see the markets rebound and house sales continuing to zoom. If 2017 holds true to tradition, - the marine industry is typically very strong post-election. I've typically seen a 20+ % growth. However, 2016 is finishing very well for Aspen, with the C120 online our delivered sales are up 87% over 2015. Who knows what will happen in 2017; but we're excited and looking forward to the coming year!

2016 was a busy year. The new factory, now 31,000 sq. ft., is finally amped-up and flowing smoothly. The C120 production line is finally done with tooling and flowing along getting more efficient compared to the last two years. In addition, we've developed two new models, the L90LX and C105. The L90LX is a crossover center-console/dual-console concept, shown at the Fort Lauderdale Boat Show and St. Petersburg Boat Show. The C105 Expedition is a C100 with a full hardtop over the entire cockpit, complete with skylights, hatches, and an optional watertight enclosure. The C105 will debut at the Seattle Boat Show January 2017.

Cheers,

Larry & Nick Graf

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L90LX - 28'

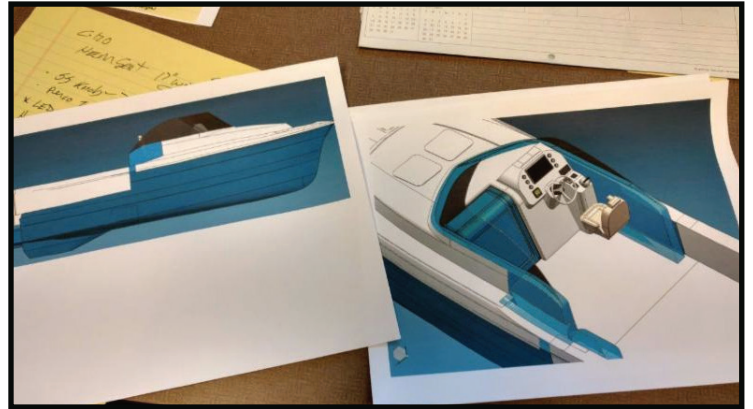


C105 - 32'

For 2017.....

We Have Big Plans as Usual

First up are the Winter Boat Shows: Seattle, Miami and Palm Beach through March. Then we have a new 28' Cuddy, we're hoping to pre-sell 4 before tooling begins. We hope to be tooled up, with the first ones delivering in May, target base boat is \$179,900.



The America's Tour



We have an amazing tour of the entire US set to start mid-May 2017. This 10,000-mile cruise from Juneau Alaska to Annapolis, Maryland is in conjunction with a new C120 owner, David Jenkins and Captain Blake Eder. David and Blake were looking for a grand adventure trip and with a little brainstorming we came up with a plan. This trip starts with a shake-down cruise from Seattle to Juneau in mid-May, just when the weather switches to summer in SE Alaska. We will have five weeks of fun up there, followed by the return trip

south in late June, just as the rain comes back to SE Alaska. The remainder of the summer will be spent touring the BC Coast, Desolation Sound and the Gulf Islands. In September, we head south for San Francisco and Newport Beach ending up in San Diego in October where we wait six weeks for the weather to settle down. Then it's the Baja Ha-Ha Cruiser Rally to Cabo San Lucas, followed by two months of exploring the Sea of Cortes. At this point, we may have several more Aspens running south with us flotilla style, depending on individual schedules.

In March 2018, the C120 comes out of the water at San Carlos and loads onto a truck. The flybridge pops off and the boat is underway at 70mph to Galveston, Texas. April through June will be spent cruising through Florida, Bahamas, and possibly Cuba. In June, the team begins running up the East Coast with stops in Charleston, Virginia Beach and Annapolis, Maryland. The trip will officially end at the Annapolis Boat Show in October of 2018. David has graciously said we can set up receptions at key towns along the way, for owners and potential buyers. He's also agreed to have writers on board for many legs of the trip so Aspen will be able to share a great deal of the fun with a wide group of boaters!

Thank you, David, and Blake!

We're looking forward to getting underway on this Great Adventure.

New 2017 Models - Custom Built to Order

L90 LX	\$149,900
28' C90 Cruiser	\$231,750
32' C100 Escape	\$298,500
32' C105 Expedition	\$305,820
40' C120 Motor Yacht	\$689,000

More Magazine Press on the Way

Power and Motor Yacht, has a feature in development for their March issue done by Richard Thiel. It should be a solid review of performance and features of the C120. Richard was very inquisitive and quiet during the test, but had a broad smile by the time we were ½ way through the sea trial on Puget Sound on a windy day.

Sounding Magazine, recently published a story on our C120. They were very impressed, you can see it on their website or in the press section of the Aspen website.

Pacific Yachting, the L90 LX is included in Peter Robson's editorial on New Power Boats for 2017, January's Boat Show issue.

Sea Magazine, also has a story on our new L90LX coming out in January.

Boating World, also has a story on our new L90LX coming out March.

Florida Yacht Group has just completed a new 45 minute detailed walk through video of the C120.

Owners Cruise

Aside from boat building and nine boat shows, we had two wonderful owner's cruises. The first was to Rosario on Orcas Island, during a warm sunny June weekend. Then in July/August a two-week cruise to Princess Louisa and Desolation Sound. At the high point, we had 14 boats, a wonderful and memorable trip with Aspen owners. Finally, this last month we had our annual Christmas Party with our owners at Larry and Cathy's. The house was beautifully decorated, with an amazing dinner including king salmon and chicken marsala. It was a fabulous evening, complete with slot car track races and a slide show of last season's cruises. For 2017, the team will be going to Victoria in early June and, water levels allowing, Harrison Lake up the Frazier River in late July, early August.



Barbecue - Potluck



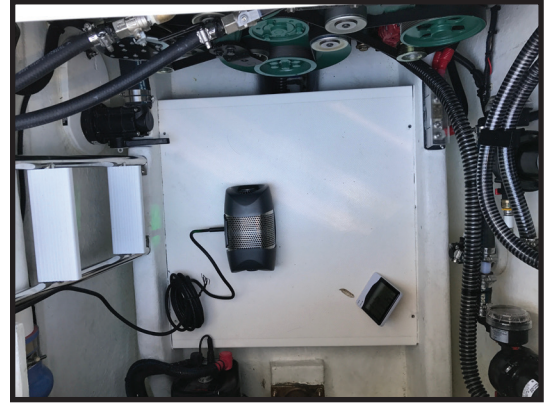
Happy Hour!!

Owner's Corner

Winterization Notes by: John Brasino

Here is a picture of the Pali 400 watt engine compartment heater on Zia. The unit is made by Caframo and seems very solid so far. I have two deployed, port and starboard and as of yesterday, the lowest temperature I recorded in the last few weeks was around 48F inside the compartments. It comes with a mounting bracket and it cycles on and off between about 41F and 59F. It is designed to be placed in potentially ignitable atmospheres and has an ignition protected design.

All good so far. -JB



Owners Notes:

No Wafflin (C120 Hull #6) Air Conditioning

No Wafflin, will spend several months in the Sea of Cortez and the owner asked for "More Cooling - high powered air conditioning" with a little engineering we have redesigned the system with a water cooled 16,000 Btu unit for the master stateroom/Queen and twin staterooms and a second water cooled 16,000 Btu unit mounted under the sun lounge on the flybridge.

No Wafflin can go Frosty on demand.

New Parts for Aspen Cummins Powered Boats

Over the last 6 years we've learned a good deal about the Cummins QSD 150 it's a very good engine but has two key weak spots. While its unusual for a boat builder to make engine parts, in this case I felt we needed a fix, rather than replacing a weak part, with the exact same weak part. The first is the composite plastic salt water pump pulley, over time it fatigues and cracks. We now have a custom turned aluminum pulley made by a local machine shop that's about four times the strength. Price is \$290

The next part that's given the Cummins owners frustration is the stainless steel exhaust elbow that mixes raw water with the exhaust before it flows to the muffler. This part has a great deal of thermal shock to the metal with the exhaust running at 1200 degrees and the raw water running at 50 degrees. The new part has a mixing chamber combined with multi-port water jets that keep the exhaust evenly cool right to the point where it exits the elbow greatly reducing the stress on the metal. Price is \$985

Larry's Notes - T's the Season to Say Thanks

2016, was a truly remarkable year for myself and the family. We do build cool boats but the boats have allowed us to meet and work with some exceptional owners - people who often in their field are outstanding or the WORLD'S BEST, who are kind and giving, who are thoughtful and creative and people who just love the water and the adventure of boating. On one hand, it's always surprised me that my three kids wanted to work in the marine field, but I think what's drawn them in so tight is our owners. Working with the best and brightest is a bit contagious and a lot of FUN ... we love you guys...

Aspen is Powered By Happy Cat Owners .. hope we can delight you again in 2017.

Larry G.
Aspen

Zia Splashes - Hull #4 of the C120's

John and Terry Brasino took delivery of Zia in October after 6 months of construction. Zia is the most amazing C120 so far with so many special features. They win the award for all time most revisions and updates to their invoice with 21 revisions. Many adjustments were small but a few were big.

Zia includes the latest design for the davit system with Harkin Blocks and Spectra line into the winch replacing the 2" nylon strap and delrin rollers. It's very smooth in operation and winds smoothly throughout its range of motion. The galley and heads include a very special tinted glass, and stainless and ceramic tile back splash that's just gorgeous.



The port head shower was converted into an enormous storage unit for extended cruises that includes multiple shelves and cabinets, all done in Burmese teak. The master stateroom has a custom back lit Lumicor headboard accent that's dimmable for various moods. It gives the space a warm calming mood.



Zia Splashes (cont.)

On the flybridge, the Brasino's wanted a lot of solar power; but our standard bimini folds for extra sun when you want it, which was appealing. This left little space for solar panels of any significance. After a bit of thought we came up with a solution that was "all good". The bright idea was to add a stainless and Sunbrella brow off the aft side of the radar arch with four lightweight 100 watt solar panels above. This solution gave us the wattage needed to really make a dent in average DC loads. It also gives sun protection for those blazing hot days, while not compromising the biminis from being able to fold.



Zia also includes an update to the galley and quarter berth that gives 20% more overhead space and a smoother look in the ¼ berth overhead. She also has a new forced-air heating system that utilizes two Wallas Heaters; a 30d in the starboard companion way and a 40d in the transom just forward of the swim platform, inside the cockpit storage box. The new heaters have a history of exceptional reliability, fast heat and are very quiet in operation. With two heaters, the owners also have the flexibility to run just one if they wish. The heaters we used in the past were Hydronic and while they had in years' past been reliable, the company redesigned the unit for safety and created so many fail safe systems that the units often were locked in safe mode.



New Custom Built Insulated Ice Box,
Replaces Cockpit Sink



New Custom Dash Layout

New Boat Deliveries



Mohana, C120/40' - Seattle, WA



Larapin Times, C100/32' - Port Townsend, WA



Scout, C105/32' - Des Moines, WA



Magdam, C100/32' - Port Moody, B.C.



Gradely, C90/28' - Virgin, UT



Rangiora, C120/40' - Ft. Myers, FL

New Boat Deliveries (cont.)



Zia, C120/40' - Issaquah, WA



Cat Ballou, C90/32' - Washougal, WA



Graceful, C90/28' - Seattle, WA



Baba Looley, C100, 32' - Bainbridge Is., WA



Spirit of Sante Fe, C100/32' - Friday Harbor, WA

Upcoming Events

Mark Your Calendars for 2017

The winter show season is our busiest time of the year, it's when we will meet at least 60% of the buyers each year and often where we will sell out the remaining build slots of that year's production. These shows are wild and crazy events! Last year, at the Seattle show we had huge lines, and had many boaters taking a look at our Aspens. Being the most unique catamaran at the show, boaters tend to look and learn everything they can. If you're visiting the booth, and we look a bit tired, it's because we've seen 800 other boaters in the last 6 hours... Pinch us and we'll give you a great tour.



Seattle Boat Show

January 27th- February 4th, 2017 - Century Link Field Event Center

We will be in the West Hall Booth #22. (SW wall location) a 32' C105 (New Model w/ hardtop sheltering the entire cockpit). The big change this year is we're going to put our C120, the 40'er, in the water at the Lake Union show that coincides with the show at Centurylink Field. Our friends who have done this in the past say it's great! We will have time to actually talk with buyers and show them the boat. We hope it's a better experience for our customers. One of the nice things is we can run demo's before and after the show each day. Because of the demo availability we're also bringing a new C100 to the water. We hope to see you on Lake Union. There is a free 10 - 15 minute shuttle between shows or UBER works well. Please contact us ahead for scheduling a demo or personal boat tour.

Miami International Boat Show

February 16th-20th, 2017 - Miami Marine Stadium Park & Basin

Next up is the Miami Show President's Day weekend. This is the world's largest boat show, over 40 acres with 1,300 boats, closed and open air tents, and over 550 in the water slips! The Brokerage Yacht show along Collins avenue goes on for 2 miles. This year with a bit of wrangling we have two slips in the water, on Pier#9 slips 918 & 920. They are Demo slips which means we can get out on the ocean for test rides with customers and the press. These will be from 8:30-10:00 am and then a short run at Lunch and then again in the evening from 4:00 to 5:30. Typically reserved for deposited buyers or folks that are very close to depositing. We'll be showing a new C120 40'er and a brand new L90LX 28'er center console crossover. If you'd like to schedule a test ride, please call April in our sales department: 360.668.4347 or email: april@aspENpowercatamarans.com

Palm Beach Boat Show - Palm Beach, FL

March 23rd-26th, 2017

Anacortes Spring Boat Show - Anacortes, WA

April, 2017

PassageMaker - Trawler Fest - Bremerton, WA

May 2017

Owners Rendezvous

June 2017 - Victoria, B.C.

Owners Cruise

July/August 2017 - Harrison Lake, B.C.

Seattle Boats Afloat Show - Lake Union

September 2017

Annapolis Power Boat Show

October 2017

FLIBS: Ft Lauderdale International Boat Show

November 2017



For private demo's, call Nick at 206.948.5090 to set up an appointment.

Owner Adventures



Brizo, a C90, has been busy with a trip to the Sea of Cortez in the Winter and a Trip to British Columbia's coast this summer. Brizo, owned by Gary, is based in Santa Barbara, CA



Vaka-Ama, a C100 made a mid-summer run from Seattle up to the Broughtons at the North Tip of Vancouver Island. On his way south he even managed to meet the Aspen Cruisers in Pender Harbor's Garden Bay Pub. Then in the Fall, Dennis made a second trip up to Dent Island in Desolation Sound. He says he's becoming a speed-a-holic with his Aspen.



Servants Heart, a C100 owned by Craig and Kate spent its summer exploring all over Prince William Sound, AK. Unfortunately the Sound had a lot fewer fish this fall!



Gradely, a C90 with owners Eric and Michelle, from Utah explored the northwest through the summer then went south with a wonderful trip to Lake Powell - The first Aspen on Lake Powell to our knowledge. Lake Powell is amazing, shouldered by grand Desert Canyons.

Pre-Owned Boats

2012 Aspen C90 - \$179,000

Located in Anacortes, WA

This 2012 custom ordered Aspen C90 has approximately 270 hrs and features a full array of electronics to please any boater. Truly a one of a kind, turn-key ready to go play!

Please call for details and to schedule viewing.
At our docks first of the year!

Sale Pending



2004 Glacier Bay 2685 Coastal Runner \$79,900

Located at Aspen Factory, Burlington, WA

This 2685 Coastal Runner comes with a full array of electronics and is powered with twin Honda 150HP (480 hrs) counter rotating stainless props.

She has been maintained very well, still smells and looks like a NEW Boat!



2007 Glacier Bay 2685 Coastal Runner \$84,500

Located in Anchorage, AK

This 2685 Coastal Runner, comes with the Cobalt Blue hull, and is repowered with 2015 twin Suzuki 150HP (less than 5 hrs) - with counter rotating stainless props.

She has been maintained very well. Includes Suzuki extended Warranties!!! and Float On Trailer.



Be a proud **Owner** for the start of
Boating Season!



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Summer Fun



2016 June Cruise - Rosario - Orcas Island