

June 2012 Newsletter

This spring has been amazing! Sales have been very strong (just wrapped up our 22nd boat). Our owners have been fantastic and we've done some very adventuresome boating.

Below are the highlights of the last few months.

It's now June 18th and I leave for Alaska again in the morning. We sold a C90 to a great couple from Anchorage. Nick and I had to really be convinced to take a road trip up the Alaska Highway for a delivery to Seward. It's only about 2,000 miles and we both have always wanted to take the trip.

Hope to see you on the water,

Larry G.

Opening Day Seattle

First was **Opening Day**, May 5th, at the Seattle Yacht Club. "Yacht Clubs" have a bit of a stuffy air to them on the surface; but in reality, it's just a bunch of Boat Nuts having grand fun together. The sun came out and with a BIG pull from the Jopling's amazing work on their Greek Isle scene; we placed in the competition. Great Fun!





Alaska in a Week

Next was my trip **"Alaska in a Week"** with David Seidman from Boating Magazine and Peter Robsen from Passage Maker. Doesn't every one do this! The idea was to show case just how easy and close Alaska's amazing grand wilderness is to access, these days, with a capable trailerable boat. The roads up to Prince Rupert are nothing like I had been told. I felt like we sorta cheated our way to this incredible place. It only took 1 1/2 days to drive up on an A-1 road and kaboom, we were in the Kutsamatine Bear Reserve looking at grizzlies clamming by 10 the next morning in a huge fjord with snow capped mountains and waterfalls. We went on to Misty Fjords National Monument just across the border in Alaska and then up to Ketchikan- just an exceptional trip. I love my job.





Owners Rendezvous - June 1-3, 2012

Two days after getting back from Alaska, we had our spring Owners Cruising Club get together at the Alderbrook Resort near the bottom of Hood Canal. I'd always heard this was a great cruise right next to the Olympic Mountains in the spring with all the snow up high and it was. The sun came out Saturday and we had an amazing view. The food, hospitality and care given by the resorts team were exceptional. This early cruise is great for the owners to meet and get to know one another, share trip ideas and fish stories.







Solar Power

Mixed in with all this activity, the build team is putting the finishing touches on our own Solar Power farm! We will soon have 2,200 watts of panels feeding an 80 amp Outback Charge controller into a nice battery bank which then feeds a Magnum 240 volt inverter. The system is special and very efficient because the 4 panel pedestals all track the sun's progress during the day using just one linear actuator. For 5-6 months out of the year, we'll most likely be the world's only boat company running on Renewable Energy. I think we have another 3,000-4,000 watts of low head Hydro Power available on the property. We may be completely off the grid soon.



Aspen's Owners Summer Cruise 2012

Here's an overview based on team input for our trip north this year! July 28th - August 10, 2012.

Our trip this year has us headed north to Desolation Sound and then to the Broughton Island archipelago near the top of Vancouver Island. We originally had planned to do the Broughtons first then come back down to Desolation, but not all have time and/or want to go all the way to the Broughtons. The plan is to cruise Desolation for the first 5 days then those that want to continue on up to the Broughtons for 4 days and then rejoin the group in Desolation before we cruise south - home. I suspect a few boats may stay north longer as well. We also have 2 boats at this time that plan to begin a few days early and do a more casual trip up to Desolation (Joplings and Hardwigs so far). I'm sure they would welcome you, if that works better for you.

Highlights of the trip will be Princess Louisa, Harmony Islands, exploring Lake Unwin and we'll re-provision in Refuge Cove. Those continuing up to the Broughtons will explore Potts Lagoon, Waddington Bay, and Floating Village in Sullivan Bay. Should be a grand adventure.



Exploring Lake Unwin - Desolation Sound -2007

New Volvo D3 Engine Package

As many of you may already know, Cummins, unfortunately had to discontinue their QSD 150 engine; it did not meet new 2012 EPA regulation. Which is a crazy stringent for pleasure boaters! For several reasons, we chose and switched to Volvo Penta's D3 150HP. It meets the new Tier 3 emissions standard, comes with Electronic Controls and Digital Engine Monitor. It's about the same size and weight of the Cummins; but has two major differences: it is a 5 cylinder and its top RPM is 3100, 1000 Rpm less than the Cummins. This makes it smoother and about 30% quieter compared to the Cummins. It also has 6% better fuel economy! Another neat feature of the Volvo, it can be ordered as 220HP engine. No extra weight for the extra 70HP, fuel burn increases about 10% at the same speed and 20% as you use more speed/hp. But the C90 tops out at 25MPH with the 220 and some people value speed vs "best" economy. Overall, we are very pleased with the transition to Volvo. Coastal Marine is a pleasure to work with and the Volvo D3 is a great fit with Aspen Power Catamarans. Contact us if you would like to learn more about our new Volvo D3 - C90, or to

schedule a test ride.

New Volvo Install Performance:

Volvo 150 HP			Volvo 220 HP		
RPM	Mph Avg.	Gph Avg.	RPM	Mph Avg.	Gph Avg.
700	4.5	0.2	700	4.55	0.2
1000	4.95	0.4	1000	4.95	0.4
1250	5.9	0.75	1500	6.95	1.15
1500	7.6	1.4	2000	8.5	1.8
1750	8.65	2	2250	9.2	2.4
2000	9.4	2.9	2500	10.25	3.45
2250	12.15	3.5	2750	12.75	4.1
2500	15.8	4.3	3000	15.85	4.3
2750	18.15	6.6	3250	17.7	7.1
3000	20.35	7.4	3500	19.45	7.2
3140 WOT	21.3	8.8	3750	21.4	7.95
			4000	22.65	9.75
			4170 WOT	25.35	11
Low Cruise	16	4.3			
High Cruise	18	6.6		19	7.2

Conditions:

Prop	17Dx19P Acme Bronze
Temp	51 degrees
Sea	1-2 feet
Wind	10-20 Mph
Fuel	Full Tanks, 80 gallons
Passengers	3
Gear	400
Est Gross wt.	9,282
By	Larry G. 4.25.12

220HP Upgrade is \$6,600 Extra

Patent

Our Aspen Power Catamaran hull design is no longer Patent Pending. It is Patented! We just received the US Patent last month and we are delighted to finally have it. What a long process; 4 years and X dollars later, we own the rights to the design. The beauty is; our Power Proa Hull can have many other applications within the Marine Industry. We are open to inquiries regarding our technology; great for fuel efficient charter vessels, ferries, and container ships.



Buy ASAP

We currently have one production slot that finishes July 26th, just in time for the 2012 Owner's Cruise to Desolation Sound, the Broughton Islands, and Princess Louisa, B.C. Cruise is July 28th - August 10th.



Gateway Yachts, For Immediate Release

May 1, 2012

GATEWAY TO BUY FOUR YACHTS IN INNOVATIVE ORDER ANNOUNCEMENT

Gateway Yachts of Anacortes, WA; and Aspen Power Catamarans of Snohomish, WA; announce a multi-

yacht deal to place Aspen yachts into Gateway's Fractional Ownership Program.

This four boat deal provides for the immediate purchase of a new Aspen C90 along with options for two more Aspen C90's (28') and one Aspen C110 (36'). Total retail value of the deal exceeds \$1.3 million at current list prices.

Gateway's innovative fractional ownership program dramatically lowers the cost of yachting, opening up the market to a much larger demographic. Gateway manages all aspects of yacht ownership providing top-quality all-inclusive service right down to the clean and shine. This successful approach is developing fierce customer loyalty and strong demand for their Fractional Ownership and Charter services.

Combining that innovative service with Aspen's innovative yachts is the perfect match. Aspen Power Catamarans holds an international patent on their fuel efficient design that is an Innovative Award Winner. Aspens are ultra stable boats incorporating state-of-the-art electronics and other design innovations that make them the perfect year round cruiser for Puget Sound to Southeast Alaska waters.

As a part of their purchase agreement, Gateway and Aspen will be jointly marketing their innovative products in a very innovative way. Beginning at the Anacortes Trawler Fest (May 17th to May 19th), look for two identical boats stern-to-stern... if you are interested in buying a whole boat, you talk to the fine folks at Aspen, or if you prefer a professionally managed fraction then you talk to Gateway.

The Gateway Program is similar to Berkshire's Netjets corporate jet fractional ownership program, with 1/8 fractions of Aspen and Nordic yachts bringing 5 weeks of advance scheduled use per year plus unlimited open time availability. This ground-breaking program produces the lowest cost method of ownership there is, less expensive by far than sole ownership, an equivalent amount of charter, or even most fly-to-destination vacations.

The program's concierge level service creates a better ownership experience, and an all-new fleet backed by quality manufacturers ensures high operability. Turning a turbulent economy upside-down, this program proudly creates and supports jobs right here in Washington State.

These yachts are the most fuel efficient in the industry; fractional ownership is inherently green; and that makes this program the most environmentally friendly power yachting experience possible.

Program details can be found at www.GatewayYachts.com.

Fractional yacht sales: Buyers share cost, time on the water

Posted by Jacob Buckenmeyer | May 09, 2012



Dreaming of yacht ownership, but losing sleep at a quarter-million-dollar price tag?

Nathan Martin could make your dreams come true.

Martin is the owner of Gateway Yachts at Cap Sante Boat Haven, and he's selling fractional shares of a 28-foot 2013 Aspen C90 diesel catamaran.

For \$34,900, potential pleasure cruisers can own one-eighth of a fully loaded, fuel efficient luxury boat.

"If you can afford a car, you can afford a share," Martin said.

The share includes five weeks of scheduled time on the boat every year, plus open time when no other owners are scheduled.

"That's a big benefit for local owners," Martin said. "If there's a nice day in December, they can call me up and I'll get the boat ready."

A monthly management fee of \$290 pays for moorage, insurance, maintenance and cleaning. Martin said he even handles concierge service, stocking the yacht with food and beverages, kayaks and other things owners might request.

Martin said his business is just another way that the pleasure boating industry is adapting to a tough economy.