

Coastal Mariner

News from Coastal Marine Engine

Volume 1, Issue 2

New Osprey Thrives with New Volvos

“Our typical customer has had a lot of boats before and perceives the value,” explains Tim Sims, president of Osprey Boats. “They perceive the value.”

That value comes in the form of a straightforward, stabile, rugged and low-maintenance boats. They're a good match for Volvo Pentas, and Osprey uses them often in their larger boats. As it turns out, two of the newest Volvos are great matches for the newest Osprey, the 28.

In only a month of production, six 28s have been sold. Four have had single 310 HP D6s installed and one of the 28s has twin 210 hp D4s and positively screams with a top speed of 41 mph. The D6-equipped boats don't have quite as high a top end, but only burn about 6 gph at 30 mph. With a 210 gallon fuel tank, this means great range.

Several features set Ospreys apart. Solid glass construction below the waterline

and in the stringer grids give them a lot of toughness. Foam coring in the cabin and deck keep weight in line. One critical feature is that the hull and deck are fiber-glassed together, not just bolted and sealed. No wood is used anywhere in the boats, not even down below. For the fisherman more interested in catching fish than oiling wood, this is a very important feature. The lifetime hull warranty shows just how tough the hulls are.

On deck there is no engine box, creating an uninterrupted platform for fishing or entertaining. There is also a level entry to the cabin, making getting around the boat simpler.

The hull designs have come from naval architects, but Tim Sims has done the deck and interior design himself. He has plenty of experience to know what works. Before founding Osprey 17 years ago he worked



The new Osprey 28's deck is designed with mobility in mind.



The helm station and instrument panels.



The interior is simple and practical.

for Ed Reinell at Reinell boats and Cruise-a-Home. Sims even worked a month at Bayliner long ago when it was originally called Pacific Mariner.

continued on page 4

The Alaskan Cadillac

“No cookie cutters here,” Roger Allard says with some emphasis. His boats are all a little different, and that’s how he likes to deliver his Buffalo Boats, every one special. “Every customer wants something different.” Allard has thrived through the transition from building commercial fishing boats to a wider variety of boats by being able to deliver what the customer wants. The new 32’ Buffalo Boats *Lorna Dee* is no cookie cutter and is just what Sitka Charters wanted.



Lorna Dee tops off at 38 mph with her D6, yet still gets 8 gph at a cruise of 26.

One common denominator for many of his boats is the power source: Volvo Penta. *Lorna Dee*, for instance, features a new 310 horsepower D6-310A. As the centerpiece of Sitka Charters, this boat had to be fast, fuel efficient and above all reliable. The season is far too short for breakdowns. The new electronically controlled D6 delivered on all counts — out of the box.

Over the last 8 years Allard and Coastal Marine have built a very successful team. “They’re always there when I need them. They treat me like I’m a big guy even though I’m a little guy.” Coastal is equally appreciative of Allard. “Working with Roger is great,” says Mike Hudson. “He builds a unique product and we’re happy to play a role.”

In the last three years Sitka Charters’ Cheston Clark and Angela Filler have built a fishing charter operation that is quickly expanding into wildlife tours, eco-tourism

and kayaking. Like Allard, Clark’s move to the charter fishing and tourism world came from the commercial fishing world. In fact, he still fishes for king crab in winter.

Buffalo Boats are getting a reputation, not only for reliability, but for a smooth ride. “I don’t get seasick any more,” reports Filler, who’s spent more than one trip at the rail. “A friend of mine told me she never gets sick on a Buffalo Boat either. It rides like a Cadillac.” Filler reports returning clients have joked they should be paying

more now that the ride and accommodations are so good. “The Volvo is running just fine,” Filler says.

Lorna Dee was initially designed as a yacht with sequential lifting strakes that get it on a plane quickly and provide a smooth ride. This is important when the round trip might be

8-10 hours. There had to be ample and comfortable accommodations as well, since many trips would be overnighters. It sleeps five comfortably.

It also had to be quick to plane while loaded, since several hundred extra pounds might be coming home on the return trips. This became pretty clear during the sea trials, where *Lorna Dee* topped off at 38 mph with 7 passengers, child, dog and a case of good beer that the technician could only look at. Perhaps the most exciting performance figure is the fuel consumption, only about 8 gph at 26 knots.

Low fuel consumption and long range are more than just niceties in the charter business. Rising fuel costs are a huge concern. And Sitka Charters’ customers want to get where the fish are running, even if it’s a little far away. The 32’ Buffalo Boat *Lorna Dee* and its new D6 are doing their jobs, and leaving seasickness at the dock. ♦

Contact: 360-527-9695 or
roger@buffaloboats.com

Ocean Series: The New Standard in Sterndrives

It’s no surprise that the Ocean Series sets the sterndrive bar to a new height. After all, Volvo Penta invented the sterndrive (called Aquamatic) back in 1959, and ever since has been working many hours through those long Swedish winters figuring out ways to make them better.

The Ocean Series takes all the best existing technology and integrates new technology where appropriate. Composite materials are a big part of the new technology. In the Ocean Series, composites are utilized in the transom housing and outdrive. These non-metallic materials allow infinite shaping, much greater strength and significantly less weight. Slippery, light and strong.

Engine design refinements have further streamlined exhaust channeling. The exhaust manifold and riser are treated with an electro-deposition process providing optimum salt water corrosion protection. Smaller, stronger gears reduce weight without compromising strength.

Volvo Penta has always worked hard on making engines last, and the Ocean Series packages take this to a new level for the salt water environment. The standard package includes a Neutra-salt engine flushing system with dash mount control. It flushes the engine, dissolves salt deposits and reduces rust and corrosion. The engine oil pan is coated with a corrosion preventative. A reservoir for the sterndrive is installed inside the boat so it’s easier to monitor lube oil condition. Composite propeller sets are available.

Ocean Series sterndrives are currently available in 4.3, 5.0, 5.7 and 8.1-versions, ranging from 225 to 375 shaft horsepower.

Like all Volvo Penta engines, the Ocean Series is covered by Volvo Penta’s customer care program. This includes a 2 year warranty, 24/7 assistance and a 72-hour parts guarantee. ♦

The Volvo D3: Lighter, Smoother, Cleaner

Volvo marine products have always benefited by the Volvo's automobile program, but perhaps never more so than with the D3, introduced last year. Originally designed for automobiles, the D3 engine was an immediate hit. The marine engineers quickly saw how it could be applied in the marine world, and the result is a breakthrough diesel in its size range.

For starters, the engine is all aluminum. This results in a tremendous reduction in weight. And by carefully integrating all the marine components, the D3 is exceptionally compact. Perhaps the biggest key to the D3's success is balance. Five cylinders are naturally balanced with low vibration.

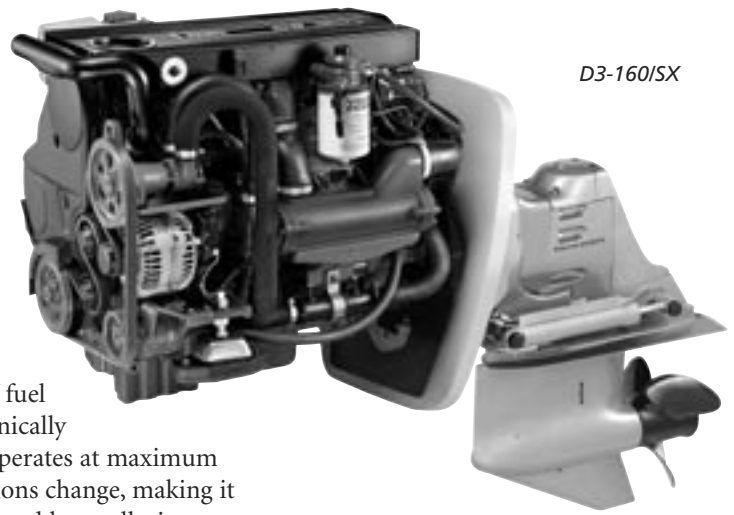
A clean, compact package is the hallmark of new Volvo Penta engines. From outward appearance alone, you can see this is a significant new step in engine design.

For many of the vessels this size engine will go into, weight is critical. Gone are the days when you have to have a heavy diesel. The D3 weighs about the same as a 3.0 liter gas sterndrive, which is the small-

est engine in the gas lineup.

The D3 is the prototype of today's technology. Common-rail direct injection supplies the fuel. Two opposing manifolds and four valves per cylinder ensure rapid, complete mixing of fuel and air. The electronically controlled engine operates at maximum efficiency as conditions change, making it both more efficient and less polluting.

Turbochargers always present a challenge. At low speeds, a smaller turbocharger is more efficient. At higher speeds a larger turbo is desired. The Volvo Penta engineers have come up with an effective solution. The turbo housing itself has a variable geometry that can expand or retract to increase or decrease the air volume throughput as necessary.



The result of all this technology is an engine that is both extremely efficient and so clean that it already surpasses U.S. and world emissions requirements through 2006.

The D3 is currently available in both sterndrive and inboard configurations of 130 and 160 horsepower. ⚙️

EVC: The Integration of Engine with Boat

Volvo Penta has not only embraced modern technology, it is making that technology do things that even the most traditional boaters will find impressive. Take Volvo Penta's EVC (electronic vessel control) system. Adapted from the automobile industry's CAN-bus (controller area network) technology, this system is the future of electronic integration.

In recent years, automobiles have become enveloped in computer functions. The result is a car that is more reliable, efficient and clean. This has developed in both gas and diesel Volvo Penta engines.

But EVC takes the electronic integration to a new level. It incorporates

not only all engine information, but also navigation information as well. Instead of maintaining and trying to interface different systems, it can all be done through Volvo Penta's EVC. Some of the components, such as

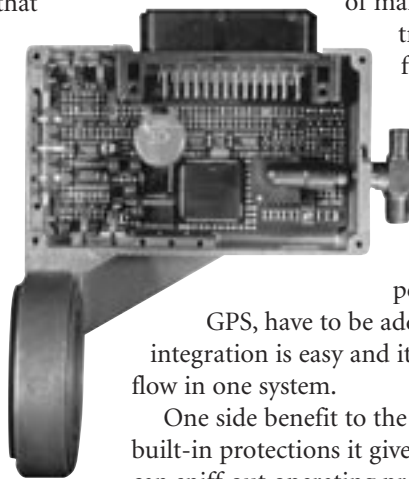
GPS, have to be added. However, integration is easy and it keeps all data flow in one system.

One side benefit to the EVC is the built-in protections it gives the vessel. It can sniff out operating problems and give warnings, in plain text on a LCD display, about imminent problems. In addition to

warnings, if an engine problem develops, a simple code is flashed that spells out on a standard monitoring panel exactly what the problem is. One look at the manual and you know what's wrong and what to do. The days of a frightening horn and idiot light, with no more detail than that, are gone.

One of the big advantages is a powerful new computer tool that allows technicians to call up a current set of vital statistics and a history from any EVC equipped vessel. This tool means the tech can zero in exactly on where the problem is and fix it quickly. This type of information is what technicians always wanted but couldn't get until now.

Everyone knows that when it comes to boats, fewer wires and connections mean fewer problems. The EVC reduces *continued on page 4*



“Labor” continued from front

Sims’ son Ryan heads up engine installation and boat production.

There are currently five basic Osprey models, the 22, 24, 26, 28 and 30. Each comes in a couple of different versions depending on how the boat will be used.

While you’ll see plenty of Ospreys around the Northwest and Alaska, they’re being exported as well. Having proved, on paper at least, that Ospreys could withstand gale force winds and 12-foot seas, Osprey gained CE certification and now imports to Holland, England and even Turkey.

Sims notes that his customer base is changing. Whereas in years past fishermen, charter operators, law enforcement and municipalities were his main customers, “We see a lot more families now.”

With the range and speed of the Osprey 28 and its Volvo Pentas, those families can go a lot of places fast and easily. ⬇

info@ospreyboats.com
Osprey Boat Company
P.O. Box 196
Silvana, WA 98287
360-855-1274
FAX: 360-855-2078

“EVC” continued from page 3

the number of wires to a fraction of what they were. Now, instead of countless wires leading to separate circuits, there is a single data bus.

The system is completely expandable. As new instruments and software becomes available, the EVC can be upgraded easily.

One traditional feature that Volvo hasn’t left behind is simple quality. Everything from waterproof connections to processors are built to the standards for which Volvo Penta is known. ⬇

The Shelter Solution

Canal Boat Yard, which is owned and operated by Don and Janet Benson of Coastal Marine, is clean, convenient and well equipped. In fact, it really only lacked one thing, inside space. Now, thanks to a new portable building, that problem is past.

For Coastal Marine Engine dealers and Canal Boat Yard customers this is a big day. This area will give them the opportunity to work in an environmentally controlled area throughout the year.

The structure is plenty big. At 30’ x 100’ x 38’, it can easily accommodate the Travelift loaded with a large yacht. Even the antennae will fit.

Made by Satellite Shelters International, the structure is portable yet able to stand up to harsh weather. An elegant piece of engineering, it’s dubbed a tension membrane system because of its soft sides.

It’s perfect solution to paint jobs, winter projects and other tasks where the great outdoors aren’t so great.

The shelter has been so successful that an additional 70’ tent is on order for delivery in August. ⬇



The new portable shelter is 30’ by 100’.



New Web Site

Coastal Marine Engine has a new web site with detailed Volvo Penta model information, used parts listings and much more. Log on at www.coastalmarineengine.com and take a look!

COASTAL MARINE
ENGINE INC.

4300 11th Ave. NW
Seattle, WA 98107
Ph: 800-223-5284 or 206-784-3703
Fx: 206-784-8823
www.coastalmarineengine.com

VOLVO
PENTA