

POWER

FOR MARINE PROFESSIONALS | NO 2

Welcome to the
commercial world
of Volvo Penta!

**VOLVO
PENTA**

DIRECT TO MARKET



After commercial fishing for more than four decades and building boats and fishing equipment for more than three decades, Bill Webber has formed some definite ideas about what works and what doesn't in commercial salmon fishing Alaska's Copper River delta. When it came time for him to build his "final" fishing boat, the 35' bowpicker Paradigm Shift, he specified twin Volvo Penta D6 330As.

>> Continued on page 4



The history and bright future of
Coastal Marine Engine.

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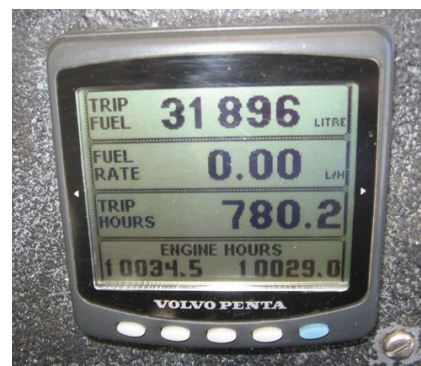
In the middle of **noplace.**

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High Hour D6s Power Playground Taxies

It's not surprising that Triton's twin Volvo Penta D6 310s passed the 10,000-hour mark without fuss. Of course, the D6 has proven itself in high-hour applications around the world. But there aren't many boats that get the variety of challenges and the hours that the Discovery Launch vessels rack up. It helps that the fleet is at the gateway to one of the world's great playgrounds.

The home base of Campbell River, BC, is the perfect place for anglers, kayakers, hikers, cyclists and eco-tourists to start their adventures. The Triton or others are equipped to carry folk and their toys to remote wilderness coves or beaches and give them a head start on getting to the outback. The majestic fjords of Desolation Sound are just a few miles north. Add to that cargo runs, local



festivals and retreat centers, and the hours add up. The Strait of Georgia can be one of the more ferocious waterways in the Pacific Northwest, so reliability is essential.



The **D13** meets Bristol Bay.

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THE MIDDLE OF NOPLACE

Like so many Pacific Northwest fishermen, Ken Hammer likes to start a new fishing boat with a quality hull and engine, then finish it to his own specifications.



When he started the *Brian H* construction in 2007 for the Bristol Bay fishery in Alaska, it was with a 32' Wegley hull and one of the early Volvo Penta D9 500s.

It was a bold move in 2007. "At the time, nobody else on Bristol Bay had a D9," Hammer says.

With hull and engine in place, Hammer had Gene Kester of Growler Marine help him finish the superstructure and house. The boat and Volvo Penta have been a successful combination on Bristol Bay. Hammer fishes out of Dillingham located on Nushagak Bay, which lagged well behind neighboring Naknek this year in terms of catch. "Usually Nushagak is a great place to fish," Hammer clarified.

Hammer has been particularly impressed with the access to service points. "I don't have to crawl around or do things on the side of the engine by feel," he says. "Just about everything is at the back of the engine where I can reach it easily."

"We're in the middle of noplacement here in Bristol Bay," Hammer explains. "You don't want to have to have techs coming out to fix things. That's why the D9 has worked out for us."

Technical Data

Brian H	
Length	32 ft
Beam	13 ft 3 in
Draft	3 ft
Main engine	Volvo Penta D9-500



COMMERCIAL HISTORY AND BRIGHT FUTURE

Coastal Marine Engine has served the Pacific Northwest for five decades with a personal commitment to both clients and staff, initially as a dealer and later as the first Volvo Penta Power Center in the country.

In 2011 Coastal's founders began transitioning into retirement and reached out to Roy Bennion and Paul Nelson as they sought new ownership. Paramount to the new owners was the continued stability of existing staff, the long-standing relationships with the marine community and the partnership with Volvo Penta.

Washington to Montana, making it easily the largest within Volvo Penta's Power Center network.

The area's rugged coastlines and brutal conditions put a premium on reliability, challenging Coastal Marine Engine to find the right solution to fit diverse needs. Scott Runyon, who has been with the company

business to offer cutting edge training and a supportive work environment for its technicians. The service department also benefits greatly from being situated adjacent to Canal Boatyard, a sister company.

Coastal Marine Engine is positioning itself for continued success, with new ownership building upon long-standing customer-first traditions and expanding operations to meet the needs of the marine community. This is particularly important as Volvo Penta adds emphasis to its efforts to serve the larger 9-16 liter commercial market. As Mike Hudson, who has been with the company for more than 18 years says, "We are in a very strong position right now. Commercial fishing is on an upswing and the industry is looking toward the future. Fuel efficiency and reliability are more important than ever."

With Volvo Penta's engine line and Coastal Marine Engine's experienced staff and commitment to excellence, Hudson concludes "Our efforts will focus on quality control, superior service and training to deliver the most experience and highest quality products to our customers. Our relationship with Volvo Penta continues to strengthen and grow through these efforts."



"The best way to sell parts is to be a great resource of information to our customers."

— Jesse Lerma

Coastal Marine Engine's success is rooted primarily in servicing Pacific Northwest commercial fishing boats in the 1970's and 80's. The company built its reputation one client at a time, growing largely through its word-of-mouth reputation in the region's fishing community.

That reputation allowed the company to expand from strictly a service and repair shop to parts inventory and sales and finally moving to full-line engine sales. This steady expansion allowed Coastal Marine Engine to work closely with dealers in the region. Coastal found a particularly rich vein in the Alaskan markets where commercial and recreational marine industries fueled strong demand for parts, engines and service.

As the Pacific Northwest regional Power Center for Volvo Penta, Coastal continues to have success by offering the best working environment to its staff and providing the best possible services and products to its clients. The company supports more than 200 dealers in the region and handles application engineering for Volvo Penta over this diverse area. Coastal's territory includes nearly 2000 miles of Pacific Ocean shoreline and ranges from Oregon to Alaska and from

for more than 18 years, reports that in any given week he may be working out the application specifications on anything from a 25-knot, 32' powerhouse Bristol Bay gillnetter to long liners to high-speed charter fishing boats, to search and rescue RIBs and/or an IPS powered luxury yacht.

Coastal's parts department has always been a point of pride, offering customers and fellow dealers a large stock of inventory and experienced and highly knowledgeable parts specialists known both for their ability to lead customers to the right solution and always getting the right part to the right place on time. Jesse Lerma, who has been with the company since 1992, sums up the approach the department has taken for years, "The best way to sell parts is to be a great resource of information to our customers."

The service department has developed a similar reputation for having the right personnel with the right training. The company's first job was servicing commercial fishermen on tight deadlines, and that focus has never yielded. With fishing seasons regulated and short, vessel downtime is just not acceptable. Rapid response to repair or replace an engine is essential. It remains a focus of the

VOLVO PENTA EXPO

Coastal Marine Engine and Volvo Penta have set the "Volvo Penta Expo" for November 30th, the day following Pacific Marine Expo. Coastal's dealers, local marine professionals and end-users are all invited. There will be four afternoon workshops at Coastal's showroom, plus food, drink and prize drawings.

Workshop Schedule

12:15 P.M.
Discussion of Electronic Vessel Control, EVC-E

1:00 P.M.
Introducing the D13 700 hp Keel Cooled Engine

2:00 P.M.
Demonstration of the new DPH-C Sterndrive

2:45 P.M.
Discussion of EPA Clean Diesel Repower Grant Program

COMMERCIAL ENGINE RANGE

DIESEL INBOARD

Volvo Penta's engine range offers combinations of high power, low weight, low fuel consumption and emissions that only a few years ago were inconceivable.

Note: (1) This power is intended for pleasure craft applications, and can be used for high speed planing craft in commercial applications with special limited warranty, see warranty and service book. (2) Solas approved.

Engines	Rating 1 Crankshaft kW / hp-rpm	Rating 2 Crankshaft kW / hp-rpm	Rating 3 Crankshaft kW / hp-rpm	Rating 4 Crankshaft kW / hp-rpm	Cylinders	Displacement litres / cui
D3-110				81 / 110 - 3000 (1,2)	5	2.4 / 146
D3-150				110 / 150 - 3000 (1,2)	5	2.4 / 146
D3-170				125 / 170 - 4000 (1,2)	5	2.4 / 146
D3-200				147 / 200 - 4000 (1,2)	5	2.4 / 146
D3-220				162 / 220 - 4000 (1,2)	5	2.4 / 146
D4-180				132 / 180 - 2800 (2)	4	3.7 / 224
D4-225				165 / 225 - 3500 (2)	4	3.7 / 224
D4-260				191 / 260 - 3500 (1,2)	4	3.7 / 224
D4-300				221 / 300 - 3500 (1)	4	3.7 / 224
D6-280				206 / 280 - 3500 (2)	6	5.5 / 336
D6-310				228 / 310 - 3500 (2)	6	5.5 / 336
D6-330				243 / 330 - 3500 (2)	6	5.5 / 336
D6-370				272 / 370 - 3500 (1,2)	6	5.5 / 336
D6-435				320 / 435 - 3500 (1,2)	6	5.5 / 336
D9-425			313 / 425 - 2200		6	9.4 / 571
D9-500				368 / 500 - 2600	6	9.4 / 571
D13 MH	294 / 400 - 1800 331 / 450 - 1800 368 / 500 - 1800	404 / 550 - 1900 441 / 600 - 1900			6	12.8 / 780
D13-700			515 / 700 - 2300		6	12.8 / 780
D13-800 MC				588 / 800 - 2300	6	12.8 / 780
D16 MH	368 / 501 - 1800 405 / 551 - 1800 442 / 601 - 1800 479 / 651 - 1800	552 / 751 - 1900			6	16.1 / 984

DIESEL STERNDRIVE

Volvo Penta diesel technology delivers performance without sacrificing reliability. Whether electronically controlled or mechanically governed, all marine diesels in the range provide the necessary performance for applications requiring fast acceleration and high top speed.

Note: (1) This power is intended for pleasure craft applications, and can be used for high speed planing craft in commercial applications with special limited warranty, see warranty and service book. (2) Solas approved.

Engines	Rating 4 Propshaft kW / hp-rpm max	Rating 4 Crankshaft kW / hp-rpm max	Cylinders	Displacement litres / cui
D3-140	98 / 133-4000 (1,2)	103 / 140-4000 (1,2)	5	2.4 / 146
D3-170	119 / 162-4000 (1,2)	125 / 170-4000 (1,2)	5	2.4 / 146
D3-200	140 / 190-4000 (1,2)	147 / 200-4000 (1,2)	5	2.4 / 146
D3-220	154 / 209-4000 (1,2)	162 / 220-4000 (1,2)	5	2.4 / 146
D4-225	158 / 215-3500 (2)	165 / 225-3500 (2)	4	3.7 / 224
D4-260	184 / 250-3500 (1,2)	191 / 260-3500 (1,2)	4	3.7 / 224
D4-300	214 / 291-3500 (1)	221 / 300-3500 (1)	4	3.7 / 224
D6-280	198 / 269-3500 (2)	206 / 280-3500 (2)	6	5.5 / 336
D6-310	219 / 298-3500 (1,2)	228 / 310-3500 (1,2)	6	5.5 / 336
D6-330	233 / 317-3500 (2)	243 / 330-3500 (2)	6	5.5 / 336
D6-370	261 / 355-3500 (1,2)	272 / 370-3500 (1,2)	6	5.5 / 336

VOLVO PENTA IPS

Volvo Penta IPS (Inboard Performance System) is a revolutionary propulsion system. With dramatically increased efficiency compared to inboard shafts, Volvo Penta IPS offers higher top speed, faster acceleration and all the performance you want. And thanks to significantly reduced fuel consumption, cruising range is also greatly improved.

Car-like manoeuvring gives easy docking and perfect high speed handling. With minimal vibrations and sound, plus virtually no exhaust fumes, onboard comfort takes a giant leap forward. Traditional inboard benefits, such as propellers under the hull plus extensive use of bronze and stainless steel, are retained.

Engines	Propshaft kW / hp	Crankshaft kW / hp	Rated rpm	Cylinders	Displacement litres / cui
IPS400MC	217 / 295	228 / 310	3500	6	5.5 / 336
IPS450	230 / 314	243 / 330	3500	6	5.5 / 336
IPS800	417 / 567	441 / 600	2300	6	10.8 / 661
IPS1050	556 / 756	588 / 800	2300	6	12.8 / 780

POWER CENTER CONTACTS

Contact one of our Power Centers for engine quotes:

For Canadian customers, please contact Volvo Penta Canada at (604) 872-7511.

Allemand Industries, Inc.
1008 MacArthur Avenue
Harvey, LA 70058
Phone: (504) 340-5581
Fax: (504) 340-5592
Servicing: AL, AR, LA, MS, TX

CK Power
1100 Research Boulevard
St. Louis, MO 63132
Phone: (314) 868-8620
Fax: (314) 868-9314
Servicing: IA, IL, IN, KS, MN, MO, ND, NE, OK, SD, WI

Coastal Marine Engines, Inc.
4300 11th Avenues NW
Seattle, WA 98107
Phone: (206) 784-3703
Fax: (206) 784-8823
info@coastalmarineengine.com
Servicing: AK, ID, MT, OR, WA

Helmut's Marine
619 Canal Street
San Rafael, CA 94901
Phone: (415) 453-1001
Fax: (415) 453-8460
hja@helmutsmarine.com
Servicing: AZ, CA, HI, NV, UT

Power Products
107 Audubon Rd., Building 1 Suite 10
Wakefield, MA 01880
Phone: (781) 246-1811
Fax: (781) 246-5321
info@powerproductsystems.com
Servicing: CT, MA, ME, NH, RI, VT

Superior Diesel, Inc
6881 Bulldog Drive
North Charleston, SC 29406
Phone: (843) 553-8331
Fax: (843) 553-7536
sales@superiordieselenines.com
Servicing: GA, KY, NC, SC, TN, VA

TAW Power Systems
1500 NW 15th Avenue
Pompano Beach, FL 33069
Phone: (954) 977-0202
Fax: (954) 977-9249
dan.noble@tawinc.com
Servicing: FL

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For up-to-date information, there is no better place than the Volvo Penta website.

Visit www.volvopenta.com/us to find your nearest dealer and download operator's manuals for most Volvo Penta engines.

VOLVO PENTA



THE D13 MEETS BRISTOL BAY

Pat Pitsch and his Strongback Marine have established a reputation for building big, fast and powerful "Bristol Bay" boats. Limited to 32', these boats need a big hold, speed to get to the best area quickly in the short openings, and power to move the catch quickly once onboard. If all that is not enough, maneuverability is key in

setting quickly, sometimes in shallow water.

David Harsila is a veteran Bristol Bay fishermen with vessels both in Alaska and on Puget Sound. He's also had success with the Volvo Penta D9 before, so when he decided to go with more power in the new boat, the D13 700 was a natural choice. Harsila opted for a 610 HT Traktorjet,

>> DIRECT TO MARKET continued.

Webber combines his fishing and boatbuilding with his own innovative marketing program, selling his high quality catch for top dollar directly to restaurants and other high-end nationwide customers. "I retain ownership and control of the fish all the way to market through verticle integration and owning my own supply chain. That way I can create a very high quality product." Webber is very active in the fishing community, serving as vice president of the regional seafood marketing association and on the local advisory board to the Alaska Department of Fish and Game.

To make his direct marketing business model work efficiently, Webber needed a highly customized boat and so spent three and a half months designing a vessel that would properly pamper the catch. Not only were hundreds of parts

specially created for the boat through computer aided design, it was equipped with machinery of Webber's own design, some of which he hopes to patent.

When it came to the propulsion, however, Webber chose a more conventional course with the D6 packages. "I've repowered hundreds of vessels, many of which were Volvo Penta installations." Webber says. "And my friends and customers were very pleased with the D6s." Webber continues, "I've been extremely pleased with the engines. I don't care about 40 knots, but I do care about fuel efficiency. The weight carrying capacity of the D6s is phenomenal. From a builder's and owner's perspective, I think Volvo Penta has achieved design and engineering perfection with their D-series engine packages."

The fuel efficiency of the *Paradigm*

Technical Data

Bristol Bay Boat	
Length	32 ft
Beam	15 ft 6 in
Draft	21 ft
Main engine	Volvo Penta D13-700
Description	Bristol Bay Tophouse Jetboat

which promises superior maneuverability.

To help ensure adequate cooling for the D13, Pitsch is installing 4" half-pipes instead of the 3" half-pipes that were used for the D9, and has installed what he describes as "mini-bulkheads" in the pipes that forces the cooling water to zig-zag, which further enhances heat transfer.

Both Pitsch and Harsila are looking forward to a successful sea trial, and are quietly curious what the powerful D13 and Traktorjet combination will deliver. "I opted for more horsepower this time," Harsila says. "We'll give it a try." A lot of fishermen will be watching the big new boat in Bristol Bay next year.

Shift is truly impressive. At 2850 RPM the vessel cruises at 25-26 knots while burning only 19-20 gph.

And as if to put a punctuation point on the success of his new build, soon after launching the *Paradigm Shift*, Webber towed his son's 30' gillnetter home at a steady 23 knots after that boat had an unfortunate engine failure.

Technical Data

Paradigm Shift	
Length	35 ft
Beam	13 ft
Draft	3 ft
Main engines	Twin Volvo Penta D6-330
Description	Commercial salmon fishing catcher/processor vessel

THE D6 AND THE DPH-C RAISING THE COMMERCIAL STERNDRIVE BAR

Webber's positive experience with the D6 330A was no surprise. The engine is versatile enough for a variety of commercial applications, and its fuel efficiency has been well established. It's Volvo Penta's most popular commercial engine, and truly sets the standard in its horsepower range.

The combination of high swept volume and the Electronic Vessel Control (EVC) system have given the D6 outstanding torque during acceleration, with virtually no smoke. Here is where the combination of traditional diesel technology and modern computer technology really shine. As the load changes, the engine adjusts. The common rail injection system in conjunction with the EVC and an advanced combustion system have set new standards for meeting or exceeding emissions requirements around the world.

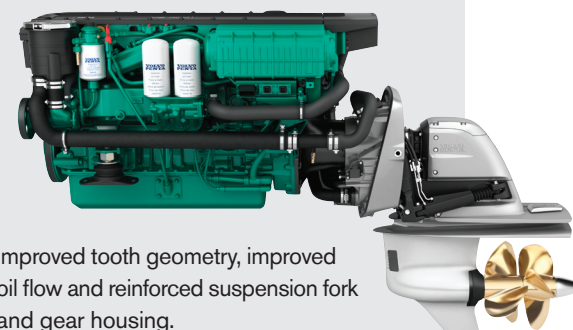
In keeping with Volvo Penta's traditions, the block and marinization are all effective and built for a long term, low-cost operations. Because the engine was designed from the bilge up specially for marine applications, they're also engineered to be compact. For commercial operators, this means more room to move around the engine, easy access to service points and an altogether cleaner package.

While all of the D6's performance parameters benefit commercial operators, it is the load-carrying ability that Bill Webber values the most. Operators around the world have found that the D6 has surprising torque throughout its rpm range, allowing the vessel to perform properly even at full load.

When teamed with the Volvo Penta DPH sterndrive, the D6 has proven itself the high

standard for commercial operators needing a sterndrive package. But the engineers at Volvo Penta saw that new technology could go into an even better sterndrive package. The result is the DPH-C.

Improvements include a redesigned bearing box with new roller bearing, gear set with



improved tooth geometry, improved oil flow and reinforced suspension fork and gear housing.

All told, the changes that have gone into the DPH-C drive will significantly improve longevity, enhance performance and redefine what commercial operators can expect from a sterndrive.