

Certified Technicians Seattle, Washington

Market Application Publication



Racor Village Marine (VMT) watermaker customers are pleased to learn of a new factory trained service center in the Puget Sound. Pacific Yacht Management (PYM) installed state of the art VMT watermaker testing equipment at their facility in Salmon Bay near the Seattle Fisherman's Terminal at 2284 West Commodore Way, Seattle, WA 98199. Tel: (206) 285-1449. PYM was trained on factory designed test equipment and also on watermaker installation and service.



Certified Technicians ▶

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PYM is now capable of providing complete membrane and watermaker service to Racor VMT, and other brands of watermakers. This is a huge benefit to mariners in the Puget Sound region, giving them a well equipped and knowledgeable watermaker service team and facility to turn to. As a Certified Technician location, PYM is a preferred choice for marine customers in the Northwest.

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ENGINEERING YOUR SUCCESS.

REME MARINER: A SCENTSABLE SOLUTION

A major regional boat dealer realized he had a problem. A gorgeous, late model and previously owned luxury yacht was on display at the Boats Afloat Show in Seattle. The surgically clean hull was polished until it glistened and gleamed. A staging specialist had carefully and strategically arranged flowers and objects of art to create exactly the "right" atmosphere. The table was set for four, with crystal wine goblets flanked by premium china and flatware. Everything seemed perfectly prepared to show the boat to its best advantage. Despite all the energy and effort expended to merchandise a vessel worth several hundred thousand dollars, a serious issue remained unresolved. The boat smelled terrible.

As prospects stepped aboard, they would wrinkle their noses. Most spent only several seconds on the boat before executing a U turn and heading for fresh air in the cockpit. The boat dealer realized he wasn't doing his business, or his client, any sort of service by showing an odiferous boat.



Sherry Simpson to the rescue. Sherry is more recognizable at the Boats Afloat Show as the "Hot Dog Lady," but between shows she works in the heating and air conditioning business. Sherry represents a product called the REME Mariner, produced by RGF Commercial Marine. Sherry suggested to the boat dealer that he should put one of her units aboard and see if it didn't improve the atmosphere.

The REME Mariner is designed to purify and deodorize air aboard a boat. REME stands for reflective electro-magnetic energy. Housed in an aluminum case about the size of a shoebox, the RGF "cell" creates ionized-hydro-peroxide plasma, super oxide ions, and ionized hydroxides. The plasma is circulated by a high efficiency blower that operates in complete silence. One of the advantages of the REME Mariner is that there is no need to wait until molecules laden with odors and viruses accidentally drift into contact with the unit, since the purification elements are dispatched on a "search and destroy" mission.

Ionized-hydro-peroxides destroy harmful microbes, whether airborne or settled onto a surface. The oxidants change the molecular structure of the viruses and odors, all the while introducing even fewer hydro-peroxides than are normally found in fresh outside air. All of the oxides or plasmas produced by the REME Mariner are substances that occur in the natural environment.

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