



E-News Insider    Quarterly Newsletter    Volume 6    April, 2009

## Publishers Note

The boat show season is just about over for most of us and it has been a season that none of us will forget anytime soon. We are sure that all of our partners and friends have been focused on making their businesses more efficient during these times and that includes us here in Fort Lauderdale. There have been some really good positive signals in the last couple of months that lead us to believe that we as a marine industry will be stronger than ever before when the upswing in the economy takes hold. We started out the year's boat shows in San Diego and then followed up with Seattle shortly thereafter. With these two shows we got the feeling the refit and retail market would be the only signs of life and we were optimistic at best, however, we were proved wrong with more than expected inquiries and interest from all areas of the industry. This positive momentum carried us through to the Miami and Eurasia show in Istanbul where the large boat construction is in full swing and the order books are keeping us busy. Then we had the two shows in the Middle East where it appears there is still plenty of interest and money to be spent. And the marine sector in this region as a whole is still growing. With all this being said, yes there are some negative spots in the market but we need to focus on the positive and be creative in our sales efforts and we will all come out better companies in the end. We hope you enjoy this issue and as always, if you have any suggestions for future issues please don't hesitate to contact us at [sales@seavision.com](mailto:sales@seavision.com)



Seas & Desert at Dubai Boat Show  
Cabo Yachts 40 with SV19's

## New Products

We are working in conjunction with Bennett Marine to provide an underwater light to the OEM market with a trim tab mounted application. The lights are currently in production and should be available as a complete unit with trim tab through Bennett Marine within the next month. Don't be alarmed if you're not a Bennett dealer as the surface mounted SV44 light will be available to all customers through us by the end of April.



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**SV44 Light mounted on Trim Tab**

### **Distributor News**

We would like to congratulate Motocraft in Greece for being the first distributor to sell the SV37 250 watt cofferdam light and to Riviera Electronics in Australia for being the first to sell the SV38 Tank lights. These are custom order items and usually require substantial sales process to complete. The SV37's will be installed on the M/Y O'Mega which is currently undergoing a refit in Greece and the SV38's were installed on a new construction 120 ft power vessel from Warren Yachts in Australia. Hopefully we will be able to receive some pictures to assist us in future sales.

We would also like to recognize our distributor, Denpar Makina in Istanbul, Turkey for securing an order for 30 lights and 3 cameras for a single motor yacht being built in the free trade zone in Antalya, Turkey.



**126 ft Burger M/Y Areti I  
DV12 LED Deck Lights**



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**Underwater Lights USA/Europe and its distributors will be exhibiting or attending at the following boat shows and events this quarter;**

April 23-26 Boat Asia, Keppel Bay, Singapore

May 1-3 Gold Coast Boat Show, Kowloon, Hong Kong, P.R.C.

May 12-15 American Super Yacht Forum, Seattle, Washington

May 14-20 Rio Boat Show, Rio de Janeiro, Brazil through Regatta Marine

May 21-24 Sanctuary Cove Boat Show, Queensland, Australia through Riviera Electronics

June 26-30 Hatteras Yachts Rendezvous, Bitter End Yacht Club, Virgin Gorda, B.V.I.



**SV10 250W Underwater lights**