

## December 2019

Media	Context	Links
Boating Business E-News (EU)	Dockmate Compatible with Volvo EVC-E and EVC-2	Newsletter
Boating Business Online (EU)	Dockmate Compatible with Volvo EVC-E and EVC-2	<a href="#">Link</a>
Boating Industry Canada E-News	Dockmate Compatible with Volvo EVC-E and EVC-2	Newsletter
Boating Industry Canada Online	Dockmate Compatible with Volvo EVC-E and EVC-2	<a href="#">Link</a>
Boot Aan Boot Online (EU)	Dockmate Compatible with Volvo EVC-E and EVC-2	<a href="#">Link</a>
Burza Nautike Online (EU)	Dockmate Compatible with Volvo EVC-E and EVC-2	<a href="#">Link</a>
FishingBoating World Online	Dockmate Compatible with Volvo EVC-E and EVC-2	<a href="#">Link</a>
Marina Life E-News	Dockmate Compatible with Volvo EVC-E and EVC-2	Newsletter
Marine Business World Online	Dockmate Compatible with Volvo EVC-E and EVC-2	<a href="#">Link</a>
Powerboat World Online	Dockmate Compatible with Volvo EVC-E and EVC-2	<a href="#">Link</a>
Revista Abordo Magazine (EU)	Docking Made Easy	Print
The Fishing Wire E-News	Dockmate Compatible with Volvo EVC-E and EVC-2	Newsletter
The Fishing Wire Online	Dockmate Compatible with Volvo EVC-E and EVC-2	<a href="#">Link</a>
Trade Only Today Online	Dockmate Compatible with Volvo EVC-E and EVC-2	<a href="#">Link</a>

## NEWSLETTER

10th December 2019

**DOCKMATE IS APPROVED BY VOLVO PENTA**



**1.2 TONNES CARBON FIBRE RECYCLED**



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Premier Marinas, owner and operator of nine of UK marinas, has been awarded ISO 45001:2018 certification for its occupational health and safety





# BOATING BUSINESS

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## DOCKMATE IS APPROVED BY VOLVO PENTA

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05 Dec 2019

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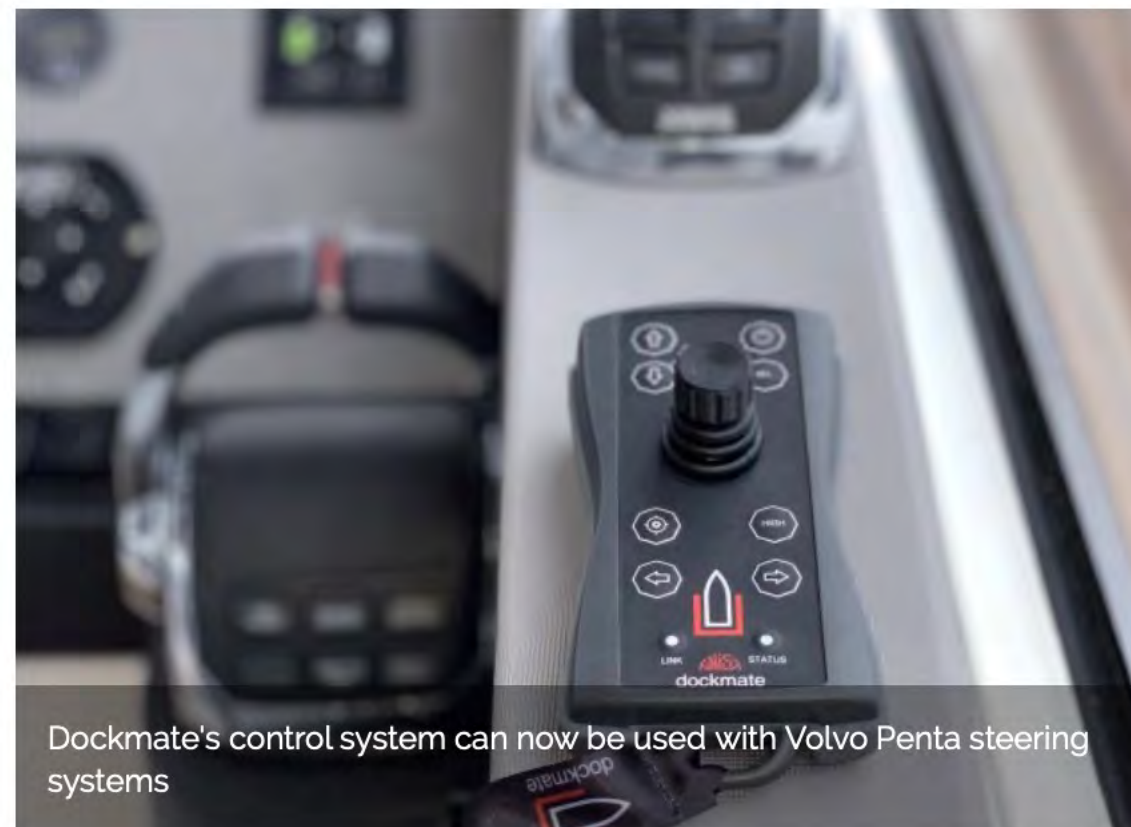
**Manufacturer of advanced wireless remote controls for yachts, Dockmate, has received factory approval from Volvo Penta.**

After testing for any potential compatibility issues, Dockmate has obtained approval to connect to the Volvo Penta electronic vessel control EVC-E and EVC-2.

"Our focus on creating a stress-free docking experience is perfectly aligned with Volvo's easy boating philosophy," said Brian Sheehan, Dockmate spokesperson. "The brand's drive-by-wire engine control systems pair effortlessly with our plug-and-play remote controls; combining to give our customers incredible power and control over their vessels in tight quarter manoeuvring."

Delivering plug-and-play connectivity with engine and thruster systems, Dockmate's wireless remote control allows users to control their boat's movement while away from the helm.

The Dockmate system is now approved to integrate with Volvo's line of drive-by-wire steering systems such as the Volvo IPS, Aquamatic and Inboard systems.



Dockmate's control system can now be used with Volvo Penta steering systems

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## LATEST PRESS RELEASES

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**FLEXIBLE FINANCING.  
AND A FRIENDLY FACE.****Message From The Editor****Thinking About Marketing in 2020**

I've been thinking a lot about where marketing generally, (and particularly marine industry marketing) is likely to go in 2020 and I wanted to share a few thoughts as we all prepare for the biggest marketing events all year - the boat shows. I'm thinking about ways to make the most of this major marketing investment.

But first, I promised that I'd gather the input we have received about Great Lakes High Water Levels to try and curate all this information on our [www.boatingindustry.ca](http://www.boatingindustry.ca) website so that everyone can scroll through it.

We have received far too much information to make it into just one story in News Week and one story would not begin to cover the topic anyway. When you have a few minutes to investigate the materials we have on Great Lakes High Water Levels, go to <http://boatingindustry.ca/featured-articles/7708-news-week-readers-sound-the-alarm-on-rising-great-lakes-water-levels> and consider adding your support to some of the groups and associations who have the critical mass to effectively lobby our government; NMMA Canada and Boating Ontario.

Of course, we will continue to welcome emails from our News Week readers and with your support, we will continue the conversation on this critical issue.

Back to marketing - I would hope your business has gathered and maintained a customer list over the years. Basic names, addresses, phone and email are sufficient to get going, but the more detail you can reasonably manage, the better you can personalize your communications.

The boat shows usually offer their exhibitors ways to promote themselves to their customers, such as discounted, or free admission offers. Today is December 10th and the Toronto International Boat Show starts January 17th, so you have plenty of time to actually mail some discount tickets to your key client list, to offer just one example.

You never know who will be open to buying a new boat, but staying in touch ahead of boat show season gets people thinking.

If you have more detail through your service records for example, and know the customer has experienced reliability problems, sending a personalized note reminding them about how short the season is, and asking if you can do work now to avoid problems later, might get them focused on the coming summer. If you know their boat and believe you can find a used buyer for it, suggest a trade-in value.

The most effective advertising is personalized communication. Remind them of how your business is there to support their summer fun. Start the dialogue early at the boat shows this winter.

Andy Adams, Editor

[aadams@kerrwil.com](mailto:aadams@kerrwil.com)



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**MASTERCRAFT  
BOAT HOLDINGS INC.**

## MASTERCRAFT BOAT HOLDINGS, INC., NAMES BRIGHTBILL CEO

Board Chair and Industry Veteran Frederick Brightbill Transitions from Interim to Permanent Chief Executive Officer Role. Board Member Roch Lambert Named Lead Independent Director. MasterCraft Boat Holdings, Inc. (NASDAQ: MCFT) (the "Company"), parent entity of MasterCraft, NauticStar and Crest, today announced that its Board of Directors has named current Board Chair...

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## DOCKMATE RECEIVES OFFICIAL FACTORY APPROVAL FROM VOLVO PENTA

Dockmate, manufacturer of advanced wireless remote controls for yachts, has announced that it has received official factory approval from Volvo Penta. After extensive testing for any potential compatibility issues, Dockmate has obtained approval to connect to the Volvo Penta electronic vessel control EVC-E and EVC-2. [Read More](#)



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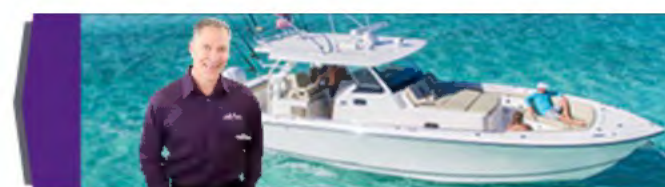
## MERCURY MARINE RAISES MORE THAN \$15,000 FOR HURRICANE DORIAN RELIEF THROUGH SALES OF BAHAMAS-THEMED T-SHIRT

Mercury Marine, a division of Brunswick Corporation (NYSE:BC), has announced that proceeds from sales of a special, Bahamas-themed T-shirt have resulted in a donation of more than \$15,000 to the American Red Cross in support of Hurricane Dorian relief efforts. With a pledge to donate the profits, Mercury began offering the shirt at its apparel website, MercuryDockstore.com... [Read More](#)









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DOCKMATE RECEIVES OFFICIAL FACTORY APPROVAL FROM VOLVO PENTA

## DOCKMATE RECEIVES OFFICIAL FACTORY APPROVAL FROM VOLVO PENTA



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Dec 10, 2019



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For more information please visit [www.dockmate.us](http://www.dockmate.us).



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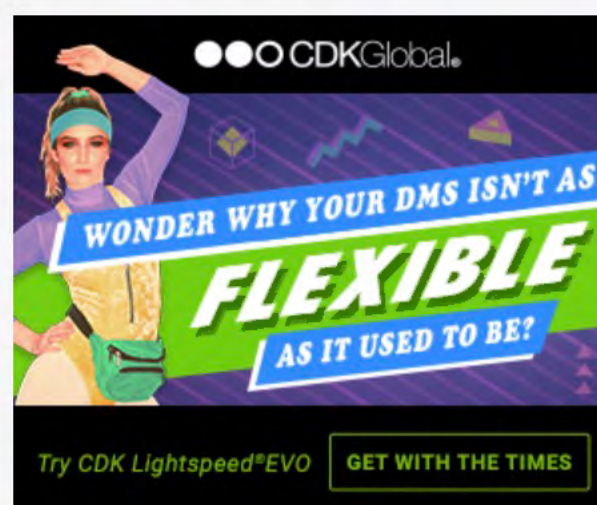


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Home > BootAanBoot nieuws > Persbericht > Dockmate ontvangt officiële fabrieksgoedkeuring van Volvo Penta

## Dockmate ontvangt officiële fabrieksgoedkeuring van Volvo Penta

Door **Valerie** - 17 / 12 / 2019 **Persbericht** 314

*Dockmate, fabrikant van geavanceerde draadloze afstandsbedieningen voor jachten, heeft officiële fabrieksgoedkeuring gekregen van Volvo Penta. Na uitvoerige tests op mogelijke compatibiliteitsproblemen, heeft de Belgische fabrikant goedkeuring verkregen om verbinding te maken met de Volvo Penta elektronische scheepsbesturing EVC-E en EVC-2.*

Dockmate zou hiermee de enige fabrikant van draadloze bediening zijn die hiervoor toestemming heeft. De draadloze afstandsbediening van Dockmate biedt een plug-and-play-verbinding met de motor- en boegschroefsystemen. Hiermee houden de gebruikers controle over de bewegingen van hun boot, ook wanneer ze weg zijn van het roer. Met de nieuwe fabrieksgoedkeuring kan het Dockmate-systeem nu naadloos worden geïntegreerd met de complete lijn van drive-by-wire stuursystemen van Volvo, zoals de Volvo Inboard Performance Systems (IPS), Aquamatic en Inboard-systemen.

In Nederland wordt Dockmate vertegenwoordigd door ASA Boot Electro.

Meer informatie is verkrijgbaar via: [www.dockmate.eu](http://www.dockmate.eu) en [www.asabootelectro.nl](http://www.asabootelectro.nl)



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Dockmate ontvangt officiële fabrieksgoedk... Volvo Penta

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## NOVOSTI

### Dockmate dobio zeleno svjetlo

| 9.12.2019 | Piše: **Krunoslav Mihić** | Foto: **Volvo Penta**



#### Plovilima sa Volvo Penta motorima moći će se upravljati i daljinskim upravljačem

Volvo Penta, proizvođač brodskih motora, ali i sustava upravljanja EVC-E i EVC-2, dala je posebno tvorničko odobrenje Dockmateu, proizvođaču daljinskog upravljanja, odnosno manevriranja brodovima. Ovo odobrenje dozvoljava povezivanje Dockmate daljinskog upravljača, koji je ergonomski i funkcijski vrlo prilagođen upravljanju plovilom s EVC-E i EVC-2. Nebi to bilo ništa čudno da se ne radi o jedinom takvom upravljaču koje je dobilo takvo odobrenje od Volvo Pente a što je definitivno potvrda izvrsnosti i kvalitete.



Dockmate bežični daljinski upravljač omogućuje skiperu da upravlja svim funkcijama manevriranja plovila, te da sigurno odradi pristajanje. Zbog dobre veze s plovilom Dockmate daljinskim upravljačem se može upravljati i na udaljenim pozicijama od mosta, pa čak i s obale. Na daljinskom upravljaču se nalaze tipke i joysticki koji se povezivanjem s Volvo Pentinom "Drive-By-Wire" tehnologijom povezuju s komandama na plovilu a uključuju i klasične pogone i IPS.

"Easy Boating" koji je dio filozofije razvoja Volvo Pente uključuje plovību i pristajanje bez stresa. Dockmate je u tu priču ušao kao kvalitetna nadogradnja Volvo Penta Joystick komandi, te Easy i Automatic Docking filozofije.

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## VEZANE VIJESTI



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## Dockmate receives official factory approval from Volvo Penta

by Andrew Golden 4 Dec 11:33 UTC



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For more information please visit [dockmate.us](http://dockmate.us).



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#### Dockmate introduces DockControl software

Dockmate® U.S., which offers advanced handheld wireless remote controls for boats, announced today DockControl software for the ultimate in remote control customizability.

Posted on 25 Sep



#### Dockmate announce next-gen wireless docking system

Dockmate, manufacturer of advanced wireless remote controls for yachts,







## News & Updates



Florida may seem like a tropical paradise, but the Sunshine State gets revved up for the winter festivities just like anyone else. With lighted boat parades, Santas on paddle boards and holiday gift guides, this month's newsletter will spark the holiday spirit of landlubbers and boaters alike! Escape to Florida and have an unforgettable winter experience without the snow and cold weather.

Looking ahead, Marinalife turns 20 in 2020! More news to come on Marinalife's celebration plans in the Winter edition, available this January.







**Dockmate>**

## **Manufacturer of Wireless Yacht Remote Controls Now Compatible with Volvo's EVC Gateway**

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**Holiday Gifts >**

## **Bitter End Yacht Club Holiday Gift Guide**



Check out Bitter End Yacht Club's Holiday Gift Guide! Through the Provisions for Good Program, \$1 of every purchase supports the Bitter End Foundation, whose nonprofit's mission is to take care of the seas and the communities that depend upon them. All of their seaworthy goods can be viewed on the [Bitter End Provisions website](#).







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by Andrew Golden 4 Dec 03:33 PST

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For more information please visit [dockmate.us](http://dockmate.us).

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#### Dockmate introduces DockControl software

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#### Dockmate joins NSBC's Admiral Club

The highest tier of membership in the NSBC, the Admiral Club is an exclusive group of supporters focused on helping the organization succeed in increasing safe boating practices.

Posted on 1 Aug



#### Dockmate announces expanded relationship with VETU

Dockmate, manufacturer of advanced wireless remote controls for yachts, announced it has expanded its relationship with thruster manufacturer VETUS.

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by Andrew Golden 4 Dec 22:33 AEDT



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Dockmate has obtained approval to connect to the Volvo Penta electronic vessel control EVC-E and EVC-2. © Dockmate



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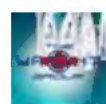
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**Chris YachtGroup**

To clarify to consumers as this is slightly misleading. In fact Volvo has only approved use of their gateway as they have with Yacht Controller as well. In fact, Volvo is adamant on the fact "Volvo and Volvo Penta are trademarks™ and/or registered® trademarks of Volvo Trademark Holding AB. Dockmate is not affiliated with, or endorsed by, Volvo" and have violated this by not stating this important fact. In addition, they are not the only approved as more prestigious companies like Raymarine and Yacht Controller are approved but unlike dockmate we have released the press release as Volvo has requested which can found via this link.

<https://www.theyachtgroup.com/yacht-controller-volvo.../>

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**Gerald Berton**

this is what a true endorsement looks like ZF partnership with yachtcontroller





# DOCKMATE

Su lema es "Docking Made Easy" (atracar de manera fácil), y lo cumplieron!

Dockmate® nos ofrece lo último y más avanzado en tecnología control remoto para su barco, ahora muy asequible. Este sistema Dockmate le permitirá maniobrar su barco, controlar los motores, el winch del ancla o la bocina, desde cualquier punto de su barco usando un pequeño dispositivo que podrá controlar con las puntas de sus dedos. Ahora podrá atracar su barco sin la necesidad de ayuda y sin estrés alguno.

Con más de 40 años de experiencia en el mundo de la náutica, esperábamos encontrar un sistema control remoto inalámbrico que simplificase las frecuentes dificultades a la hora de atracar. Después de muchos años construyendo prototipos y haciendo muchas pruebas, hemos desarrollado varios productos control remoto excelentes y de confianza: Dockmate Single, Twin, Twist y Twist IPS (sistema de Propulsión Integrado). Dockmate® permitirá a cualquier capitán atracar su barco con una sola mano, ya que puede dejar el timón y tener una visión mucho más cercana de su entorno en puertos deportivos y otros espacios reducidos, ¡mientras mantiene el control total del movimiento del barco!



## Descripción:

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- Doble relé para mayor seguridad
- Diseño modular
- No requiere carga de batería

Ahora, hemos hecho que la maniobra de su embarcación sea aún más sensible con el control Dockmate TWIN, que controla a distancia la caja de cambios de cada motor y los propulsores de proa y popa. Con el Dockmate TWIN también puede manejar 1 ó 2 tornos de ancla y la bocina. 🚤

## Características Dockmate Twin

### Aplicaciones:

De molinete, para hélices

### Uso previsto:

Para barcos

### Otras características:

Con botones, multifunción, estanco, flotante



WEDNESDAY, DECEMBER 4, 2019

## BOATING

### Dockmate Remotes Approved for Volvo Penta



After extensive testing for any potential compatibility issues, Dockmate wireless remote has obtained approval to connect to the Volvo Penta electronic vessel control EVC-E and EVC-2 for simplified docking.

## COAST GUARD

### Automatic Identification System Private Aids to Navigation Approved to Mark SpaceX Launch Restricted Zones



The zones will be established from Cape Canaveral, Florida, into the Atlantic Ocean in different areas based on the flight path.

## CONSERVATION

### Chesapeake Young-of-Year Rockfish Surveys Have Mixed News



Striped bass, whose population has been in decline for a decade and a half, suffered from another poor year of reproduction in Maryland, though the news was better in Virginia, reports Bay Journal's editor, Karl Blankenship



## FISHERIES



DECEMBER 4, 2019

## Dockmate Remotes Approved for Volvo Penta

Manufacturer of Wireless Yacht Remote Controls Now Compatible with Volvo's EVC Gateway

**Fort Lauderdale, Fla.** – Dockmate, manufacturer of advanced wireless remote controls for yachts, announced today it has received official factory approval from Volvo Penta. After extensive testing for any potential compatibility issues, Dockmate has obtained approval to connect to the Volvo Penta electronic vessel control EVC-E and EVC-2. Dockmate is the only wireless control manufacturer that has authorization to do so.

Delivering plug-and-play connectivity with engine and thruster systems, Dockmate's wireless remote control allows users to remain in command of their boat's movement while away from the helm, where visibility is often limited. Building on its highly successful partnership, the Dockmate system is now approved to integrate fluidly with Volvo's complete line of drive-by-wire steering systems such as the Volvo Inboard Performance Systems (IPS), Aquamatic and Inboard systems.

"Our focus on creating a stress-free docking experience is perfectly aligned with Volvo's 'easy boating' philosophy," said Brian Sheehan, Dockmate U.S. spokesperson. "The brand's drive-by-wire engine control systems pair effortlessly with our plug-and-play remote controls; combining to give our customers incredible power and control over their vessels in tight quarter maneuvering."

For more information please visit [www.dockmate.us](http://www.dockmate.us).

### About Dockmate:

Based in Fort Lauderdale, Florida, Dockmate manufactures the latest in advanced, yet very affordable wireless remote-control technology. Highly-reliable and intuitive, the Dockmate Single, Twin, Twist and Twist VECTOR systems allow every skipper to dock a boat singlehanded, offering the ability to leave the helm and get a closer look at the surroundings in marinas and other tight quarters, while still in complete control of the boat's movement.

**Volvo and Volvo Penta are trademarks™ and/or registered® trademarks of Volvo Trademark Holding AB. Dockmate® is not affiliated with, or endorsed by, Volvo.**





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## Dockmate approved by Volvo Penta

TRADE ONLY TODAY EDITORS · DEC 6, 2019



*The Dockmate wireless remote works with Volvo Penta's inboard, stern drive and IPS systems.*

Dockmate, which makes wireless remote docking controls has received factory approval from Volvo Penta to connect with the engine manufacturer's EVC-E and EVC-2 electronic vessel controls. To date, Dockmate is the only wireless control manufacturer to receive the authorization.

The wireless remote control lets users move away from the helm and still control their boat, which can be helpful for docking and maneuvering in tight quarters. Dockmate integrates with Volvo Penta's drive-by-wire steering systems including the company's IPS, stern drive and inboard applications.

"Our focus on creating a stress-free docking experience is perfectly aligned with Volvo's 'easy boating' philosophy," Brian Sheehan, Dockmate U.S. spokesperson, said in [a statement](#). "The brand's drive-by-wire engine control systems pair effortlessly with our plug-and-play remote controls; combining to give our customers incredible power and control over their vessels in tight-quarter maneuvering."

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BY TRADE ONLY TODAY EDITORS

