

The World of **Watermaster**

NEWSLETTER • 2009

Smart solution for hard work

Focus on the Value

Environmental dredging

Watermaster production &
After sales



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Focus on the Value



Procuring new equipment for water environment is a challenging task. It is a significant investment and thus needs to be approached from more than one point of view. It is vital to choose the machine and technology that offers the best overall Value for the investment, not just the lowest price.

There are several aspects to be taken into consideration when making the decision, for example:

How can the machine be transported and how pricy is the transportation? Does the machine need assembling and disassembling? How much labour is needed? Does the machine require the help of cranes, tugboats or other assisting vessels? What kind of environments can the machine work in?

What sort of tasks can the machine do at the site, is it a single purpose or a multipurpose machine? Is it a proven product? How efficient is the after sales service?

With Watermaster technology it is possible to offer complete solutions to clients. By utilizing the multipurpose capabilities and excellent mobilisation, the projects can be done more economically, efficiently and profitably than with traditional machines.

Aquamec has been developing and manufacturing the Watermaster concept for over two decades already, but the goal stays the same: to offer an efficient, reliable and environmental solution for demanding shallow water tasks.

In this Newsletter you can learn a bit more about overall Value and the benefits of environmental Watermaster technology.

Yours faithfully,
AQUAMEC LTD.

Lauri Kalliola
Managing Director

Environmental dredging



Environmental dredging has different requirements than traditional capital dredging. In environmental dredging the circumstances are usually more challenging and varying and thus the machinery for such projects has to be versatile and mobile.

Traditional dredges are made mainly for capital dredging jobs; suction dredging sand and gravel for construction purposes etc. Mobility is usually not very important to them, because they stay in the same location year after year.

Overflowing shallow rivers, contaminated lakes and overgrown water systems are some examples of typical environmental problems common to many areas in the world. These kinds of environmental sites require, not only suction dredging, but also backhoe dredging, removing vegetation and trash and maybe even strengthening the banks with piles etc.

Environmental dredging is neither easy nor simple work, if it is to be

done properly. Traditional dredgers are not very efficient choices for environmental projects, because they were not designed for that. They are difficult to move, they need assisting vessels and wire-cables, they are not suitable for working in shallow waters and they are capable of doing only one kind of work.

Specialized equipment is needed to carry out environmental projects smartly and efficiently.

Watermaster is especially designed for demanding environmental projects.

It is easily transportable as a complete unit and it can “walk” in and out of water without crane assistance. No assisting vessels or wire cables are needed to operate Watermaster. It can cruise, anchor and work independently, thus minimizing the impact on the surroundings.

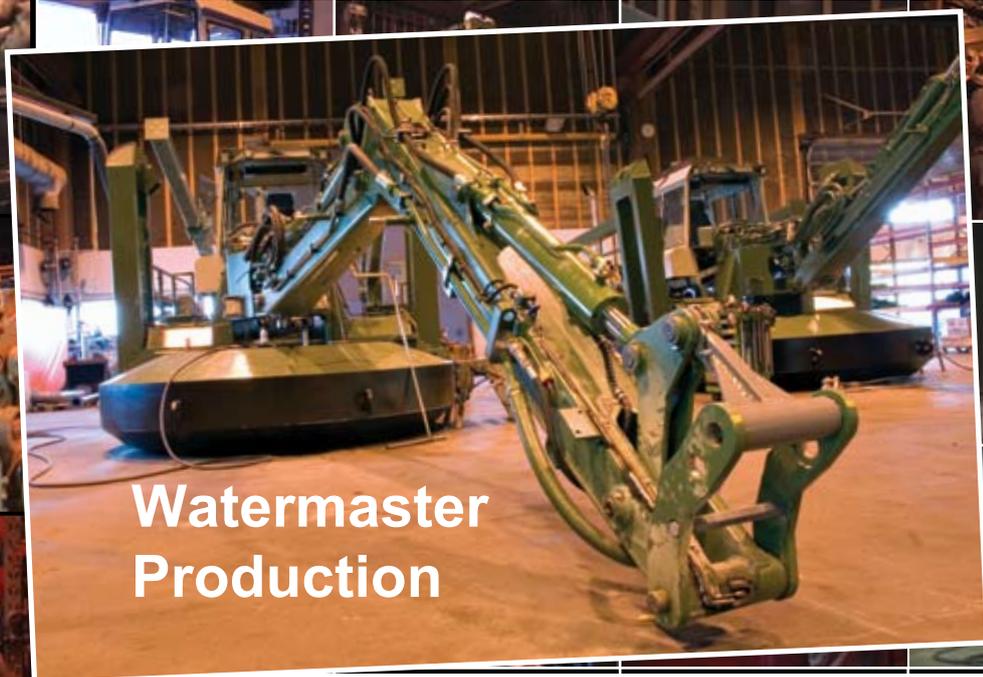
Watermaster has a wide arsenal of attachments for different applications, so that every task can be done in a smart and efficient way.

www.watermaster.fi

Watermaster is designed for environmental works:

- Compact size
- Easily transportable
- Does not require crane assistance, tugboats or assisting vessels
- Anchors, moves and works independently
- Can operate in very shallow waters or even on dry ground
- Wide selection of attachments
- Accurate dredging

Watermaster components



Watermaster Production

If reliability, safety, long life and good re-sell value of the machines are valued characteristics, it is essential to know something about their production process. How the machines are constructed, documented and tested are all important factors to study.



Watermaster production plant in Loimaa, Finland

Watermaster production

Traditionally dredgers are tailor made single units, that often lack proper documentation. This may complicate servicing the machine later on.

Watermaster however, is a well docu-

mented and fully tested serial product manufactured in Finland. It is a proven product.

Production is ISO 9001 certified. Nearly 200 machines have already been

The pressure tested hull is constructed from several watertight compartments

Robotic welding



www.watermaster.fi/production.wmv

Watermaster uses internationally well known quality components, for example:

Engine:
Caterpillar

Hydraulics:
Bosch Rexroth
Parker-Hannifin



Each machine is delivered with:

- CE certificate
- Comprehensive manual and spare parts book
- Survey certificate by Finnish Maritime Authority
- Stability and trim calculations
- Noise measurement results
- Other reports, drawings and safety documents

manufactured and delivered to a wide range of customers around the world.

Accumulated knowledge and experience of over 20 years has made Watermaster a strong and durable machine for hard work. Machining, welding, hydraulic piping, assembling and surface treatments are all done in the same facility to guarantee the quality.

Components

Only high quality components with good international availability are used in Watermaster assembly. The engine for example is Caterpillar and hydraulics are Parker-Hannifin and Bosch Rexroth. This enables easy servicing of the machine locally.

Watermasters are completely hydraulically driven to ensure reliable operation, a feature which we hold in

high importance.

Testing & documentation

Each Watermaster is fully tested at the factory and inspected by the Maritime Authorities before delivery to the customer. Among other features this inspection includes stability and trim calculations. Watermasters have a complete set of certificates to confirm the compatibility with major international standards. These include for example safety and emissions.

A comprehensive manual in printed and electronic form (available in several languages) and spare parts book naturally comes with each Watermaster.

The high quality standards of Watermaster production ensure reliable and safe operation of the machine as well as good re-sell value.

FOPS tested cabin for safe operation



Watermasters are treated for corrosion protection with several coating layers



www.watermaster.fi/production.wmv

Make a virtual tour to the Watermaster production facilities

A new film can be seen at:

www.watermaster.fi/production.wmv

You can also get it on a DVD by contacting us



Training & After Sales



When the right machine has been chosen, it is time to concentrate on delivery and training. The value of fast and reliable after sales service should also not be overlooked, for it is an important piece of the whole package.



Watermaster leaving from the factory

Delivery

After final testings and equipping Watermaster is ready to be delivered. Watermaster is shipped on a flat rack container and the accessories come in a 20” or 40” container. The machine can be shipped to any major port in the world as a complete

unit. Road transportation is used for shorter distances. The delivery usually takes around 2-5 weeks.

Training

New Watermaster operators are normally trained in the destination coun-

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Watermaster training is done in the destination

Operators who have experience with excavators learn to use Watermaster very quickly

Watermaster arriving at the destination





Watermaster training



Watermaster training

try when the machine arrives. Training usually takes 1-2 weeks. The number of days needed depends on the amount of accessories bought with the machine. The focus of the training is on proper and safe use of the machine and maintenance. Trainees who have experience with excavators learn to operate Watermaster very quickly. Servicing Watermaster is also very similar to servicing excavators.

Factory back-up

Aquamec has an extensive stock of spare parts ready to be quickly delivered anywhere in the world when needed. Any confirmed spare parts order we receive before noon leaves the same day.

The big picture

So, as you have seen in this Newsletter, there are numerous things to consider when acquiring new

machinery for a water environment.

The mobility, capabilities, quality and after sales service of the new equipment are key elements to focus on in order to see the big picture; what is the right machine for us? Which solution really offers the best Value for our company?

Traditional dredgers are good for the task they were designed to do, but for demanding environmental dredging projects compact and versatile Watermaster is the smartest solution.



www.watermaster.fi

Aquamec keeps an extensive spare parts stock for all the Watermaster wear parts

Any confirmed spare parts order we receive before noon leaves the same day

Internationally known quality components ensure easy local service also



Some recent Watermaster deliveries

Meet us at

**Bauma 2010
Munich
Germany
19 - 25 April 2010**

**Updated
exhibition list
can be found at
www.watermaster.fi**

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Smart solution for hard work