



Welcome to Flagship Marine !



You will not see "New & Improved" at Flagship Marine.

You will see the highest commercial-quality equipment available that has evolved slowly and deliberately over many years of experience and field-testing in the most extreme conditions.

You will also see **"Manufactured with Pride in the USA"**

Commercial operators and the military appreciate our intelligently simple design, our extremely low long term maintenance expense, and the quality components and materials that go into every Flagship Marine unit. The only group that doesn't like our equipment is the service industry - no more \$800.00 service calls to "replace the board"!

If you aren't committed to a chiller or high pressure system, please consider the following for using Flagship Marine self-contained systems:

Multiple small a/c units vs large main systems - the "Motel" vs "Hotel" philosophy	= Unsurpassed reliability from redundancy and small isolated areas without a/c from a failure or assault (combat)
No insulated water or refrigerant lines or complicated ducting	= Greatly reduced installation expense in T & M
Simple but rugged construction, utilizing <u>over-the-counter</u> electrical components - <i>No expensive proprietary printed circuit boards!</i>	= Readily available, inexpensive components greatly reduces long term maintenance expense
Simple, no-nonsense systems - a child can follow our schematic	= You don't have to helicopter in a specialist to repair a Flagship unit, in fact you will never need a licensed HVAC technician to install, R&R and usually repair a Flagship unit
No equipment in the bilge	= Greatly extended component life - less weight & more usable room for other equipment

Depicted here are three vertical FM60SV units that produce a walloping five tons of cooling each (60,000 BTUs each)

This is the complete package - the compressor, the condenser, the evaporator, the blower, the electrical box - just add a power supply line and 15GPM of fresh or sea water below 95°F and you are done!

On a ship, four of these affordable and compact units will cool and heat an incredible 30' x 90' area!

Features: Dual evaporators, dual condensers combined with a bullet-proof, efficient and quiet Copeland Compliant Scroll compressor and a quiet Dayton 2,780 CFM double inlet squirrel cage blower, all on a stainless steel chassis.

Our extremely simple and rugged electric box consists of: Compressor relay, blower relay, heater element relay(if the optional heat is selected), compressor time delay, transformer, run capacitor, breaker - **That's it!**

The horizontal version of our 60,000 BTU unit has the identical features as the vertical configuration and measures only:

46" x 26" x 26.5" high

Depicted here is a side discharge unit.

All on a tiny footprint of only 23.75" x 26.75" and only 49.0" high!



**No expensive and proprietary PCBs or triacs to fail.
A child could follow the schematic.**



Flagship Marine can also save you considerable engineering expenses - possibly eliminating this expense entirely!

Once you commit to using Flagship equipment, our trained technicians will take your plans and carefully size the HVAC load and outline a complete ducting, wiring and plumbing plan - at no charge!

In most cases, you won't need to hire an engineer to do a thermodynamic load, ducting, wiring and plumbing plans, **which can save you thousands of dollars.**

We will not go into the detail of how to run the ducts, wires and water lines - if you want or need this service you will have to hire a local engineer to accomplish this, however we will tell you, for example - "Mount one five ton unit here - it needs a 3/4" water supply line, requires a 230 volt single phase 30 amp power supply, and the three 6" ducts should be run in the ceiling in this area, terminating at grills in these general locations."

A blunt and honest discussion about the Marine HVAC industry:

From an engineering point of view, there is nothing special about marine HVAC other than the necessity to use corrosion resistant materials and salt-water-proof water-cooled condensers.

In keeping with the KISS principle (Keep It Simple, Stupid!) Flagship Marine incorporates the same typical industry wiring and component configuration as the millions of residential and commercial units that have been in use for decades.

ANY RESIDENTIAL HVAC technician will have little trouble servicing Flagship Marine equipment. Our flush mounted digital control is attractive and very functional, however in a pinch you can go into any hardware store and purchase a standard four wire thermostat that will operate any Flagship Marine unit! It couldn't be more simple than that.

With Flagship Marine equipment, you are not married to anyone for unique, complicated, expensive and most importantly proprietary components, therefore many marine service technicians don't like Flagship equipment because they can't make as much money selling you a \$19.00 relay that takes ten minutes to install. They are used to an \$800.00 repair to "replace the board."

When deciding on what system **you want on **your boat**,
consider the motivations of the people giving you advise:**

Industry Motivations:

Flagship Marine is able to offer you the highest quality equipment for less money because we do not have and do not want dealers and distributors. Although we do have entities that resell our fine equipment, and we do support them, they are not official dealers - we typically sell and service factory direct, which greatly reduces our overhead.

In the very unlikely event of a failure that we can't fix over the phone by sending the consumer a component that takes minutes to replace, it is far less expensive for us to pay for the shipping back and forth to the factory during the warranty period, rather than having it repaired in the field; therefore we are highly motivated to manufacture equipment that is long-term trouble-free and simple to diagnose & repair.

Most yacht/ship builders are primarily motivated not to have any hassles or exposures during the very short 12 month warranty period. This is a very short period of time that always seems to fly by.

If you bought a new boat and have an HVAC problem, the builder wants to be able to say "call your local dealer" and washes his hands of any involvement. They typically don't care how much the unit costs, how long it will last or how much it will cost you to maintain. You have different objectives and motivations than the builder, and should take this into consideration when deciding what equipment you select for your vessel.

The service industry and many of our competitors are highly motivated to keep you a captive customer, to perpetuate and enhance the very lucrative repair/parts business they have, being the sole source of repairs and proprietary components for the very specialized marine equipment they sell and service.

You, the consumer, should take all of these thoughts into consideration, for it is you who determines what equipment you want to spend your money on, for your vessel!

Why pay more - and get less?

Why take a chance buying from a company that started making these units last week?

Time proven commercial quality HVAC for as little as 7.49¢/BTU!

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