





BIG Raws for Smaller boats



Webasto is now introducing

a full product range of BlueSky products. Giving you the opportunity to sell roof products to new **Boat segments**





Introduction

Since 2006 Webasto is selling Marine roofs which are mostly used in boats >30ft.

With the introduction of the Electric BlueSky roof in 2015 a new boat segment was approached and created!

https://vimeopro.com/user62620619/nuts-and-bolts-of-fishingtv-episodes/video/234050451

What's NEW

Manual operation

Besides of the electrical operated BlueSky also a <u>manual version</u> is now available. The manual version offers the same quality and design features as the electrical operated version. The manual version is good alternative in case a more economical solution is desired.

Glass panel

Besides of the acrylic panel the electrical operated BlueSky can also be offered with a 6 mm grey tinted glass panel. This variant is the top end of the range and offers a flush integration in the boat design

Cut-out size

Besides of the cut-out dimension 770 x 720 the BlueSky roof is now also available in a smaller size, 500×500 . This variant is only available in combination with manual operation and acrylic panel. The styling of the product is similar with the 770 x 720 variant.

Black finish

Following the market trend, the BlueSky roofs are available in <u>all black finish</u>. This creates a more modern look and is in line with the black window pillars and frames.

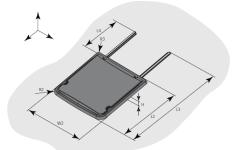


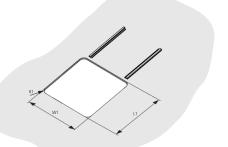
BlueSky Product Range

Models & Variants

| | BlueSky Range | | | | | |
|------------------------------|--------------------------|------------------------------|------------------------------|------------------------------|--|--|
| | Electric L770 W720 Glass | Electric L770 W720 Acrylic | Manual L770 W720 Acrylic | Manual L500 W500 Acrylic | | |
| Frame Material | Aluminum | Aluminum | Aluminum | Aluminum | | |
| Panel Material | Glass 6 mm | 2x3 mm Acrylic / Grey Tinted | 2x3 mm Acrylic / Grey Tinted | 2x3 mm Acrylic / Grey Tinted | | |
| Sliding rail material | Aluminum | Aluminum | Aluminum | Aluminum | | |
| Overall Dimensions (L3 x W2) | 1.462 x 777 mm | 1.490 x 810 mm | 1.490 x 810 mm | 944 x 590 mm | | |
| Cut-out Length (L1) | 770 mm | 770 mm | 770 mm | 500 | | |
| Cut-out Width (W1) | 720 mm | 720 mm | 720 mm | 500 | | |
| Corner radius (FRC, RCR) | 65 mm | 65 mm | 65 mm | 65 mm | | |
| Operation Mode | Electrical 12 VDC | Electrical 12 VDC | Manual | Manual | | |
| Opening Dimension (L x W) | 508 x 642 mm | 483 x 642 mm | 456 x 684 mm | 192 x 464 mm | | |
| Weight | approx. 19 kg | approx. 14 kg | approx. 11 kg | approx. 8 kg | | |

| Partnumbers | 3398253A - Silver finish | 3396715A - Silver finish | | Silver finish: as long as stock lasts | | |
|-------------|--------------------------|--------------------------|----|---------------------------------------|-------------------------|--|
| | NEW | NEW | Ì | NEW | NEW | |
| | 3398857A - Black Finish | 3398587A - Black Finish | 33 | 398817A - Black Finish | 3398818A - Black Finish | |







BlueSky Manual Product impression



BlueSky Manual 770 x 720 in tilt position



BlueSky Manual, in closed position



BlueSky Manual 770 x 720 in slide position



BlueSky Manual details: slider with excenter and lifting bracket



BlueSky Black Product impression



BlueSky electric with silver finish to be replaced by black



BlueSky electric with silver finish to be replaced by black



BlueSky electric with black finish.



BlueSky electric with black finish



BlueSky Glass Product impression



BlueSky electric Glass. Note detail: Flush integration in Hard Top



Features & Benefits

Panel design



Acrylic panel.

Frameless D-Shape design, double layer results in strength, insulation & light weight construction.



Glass panel:

Frameless design for perfect flush fit integration and highend appearance.

Operation



Electric operation

Easy to use by a touch of a button. The automotive tilt and slide system ensures smooth operation and the panel can be stopped in any position.



Manual Operation

By rotating and moving the cross bar the panel will tilt and slide. With the unique blocking system the panel can be blocked in any desired position. Even the tilt/vent position.



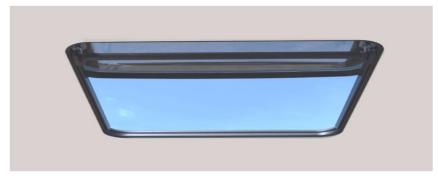
Features & Benefits

Product finish



Product finish

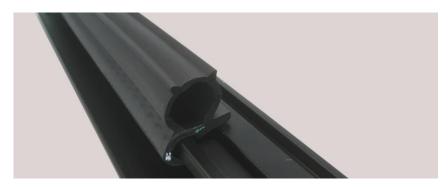
High-end product finish and quality. A perfect match with today's boat designs.



Shade and fly-screen:

No parts are sticking out below the frame surface allowing ease of installation of shade and fly-screen.

Technical



Full water tight system

Highly compressible sealing system all around the frame ensures a full water tight system.



ISO 12216

Product is homologated for boat category B and area III ensuring an approved application.





Enjoy the blue sky with a Webasto BlueSky!





Thank you for your attention

Martin de Waal Product Management Marine Roof & Shading

(~)ebasto