

## **Dometic Press Backgrounder**

### **DRIVING THE ELECTRIFICATION OF BOATING INDUSTRY**

The boating industry's move to electrification is one of the hottest topics in the global marine business. You can hardly review today's news boards, trade journals and websites without reading about engine companies and boat manufacturers introducing new technologies or making commitments to develop clean, sustainable electric power. This trend is being driven by more powerful electric engine options and new technologies for lighter, longer-lasting power.

The development and engineering Dometic has done over the past decade has paved a way for a seamless transition into meeting the needs of a sustainable, electrified boating industry.

Dometic's Marine Segment has long been known as a trendsetter and technology leader in the global boating business, pioneering many innovations over the years ranging from the first hydraulic steering to advanced "drive-by-wire" electronic shift/throttle controls, to a state-of-the-art joystick control system that has revolutionized recreational boating. As an industry leading innovator in integrated marine steering, throttle controls, trim tabs, engine jackplates and electrified climate control, Dometic is well positioned to lead the boating business as it develops more electric-powered boats.

Perhaps the biggest reason for this is Dometic's decades of product development and work with premium boat and engine manufacturers around the world. Over the decades — first as Teleflex, then as SeaStar Solutions, and now Dometic — the company has been the industry's resource for advanced steering and climate control. Through the years, steering technology for recreational boating has evolved from mechanical cable steering to hydraulic steering, to electro-hydraulic steering systems and to today's state-of-the-art fully Electric Power Steering systems (EPS).

Shift and throttle controls have similarly evolved, moving from basic cable operation to advanced electronic systems that provide "drive-by-wire" control for today's modern boats. The combination of electric steering and electric controls provided a quantum leap in the integration of these two main systems, leading to technologies such as Dometic Optimus 360 joystick. By integrating steering and controls for multiple engines, boater's can effortlessly move a vessel forward, back and sideways using an intuitive joystick control. Twisting the joystick can even make a boat rotate on a dime, ideal for

docking, launching/retrieving and other close-quarters maneuvers. Connected climate control is also moving the technology needle.

Precise GPS positioning allows this same technology to provide “virtual anchoring,” holding a boat over a fishing spot, or controlling the position of a boat’s drift for more effective fishing.

The trend of steering, shift/throttle, trim tabs, jackplates and other vessel “command and control” functions moving into the realm of digitally integrated electronics has been gaining momentum over recent years. Dometic’s recognition of this — and the fact that marine electronics dealers and technicians will increasingly be involved with the installation and service of its products — was a key reason why Dometic recently became a member of the National Marine Electronics Association (NMEA).

Simply put, the Dometic systems being installed on today’s boats are “marine electronics,” as digital processing and “drive-by-wire” vessel control have replaced mechanical and hydraulic movement of components.

“It wasn’t that long ago that these types of vessel control capabilities would have seemed like science fiction,” said President of Marine Segment at Dometic, Eric Fetchko. “We have been at the forefront of steering and control innovation for decades, introducing many new technologies that have become standards of excellence for the industry. Dometic will continue to lead the way for the industry, and this includes developing advanced steering and controls systems, digital switching, device integration technology, and telematics solutions for use on the electric powered boats of the future,” added Fetchko.

Dometic is already working behind-the-scenes on such projects, partnering with forward-thinking engine manufactures, boat builders, device manufacturers, and others to create innovative solutions for tomorrow’s electric-powered boats. Products like Dometic’s new Marine Gateway, unveiled to the industry at the 2022 IBEX Show, allows for unparalleled control of integrated NMEA2000 (N2K) systems and devices via a phone or tablet, whether the operator is onboard the vessel or off. This is precisely the type of forward-thinking engineering that will help create an electrified future for boating.