

Electric Winch for Fishing made in Japan

SMC TRADING CO.,LTD

AA) Market

- In Middle East, electric winch has been major to the hydraulic winch since 1980's.
- Only to Middle East, about 3000sets has been sold yearly, and is increasing even now.
- In South Eastern Asia, electric winch has been sold somehow, but not so many.
It has much potential market to promote.
- Electric winch is mainly produced by a few of Japanese makers.

BB) Advantages

- helping dramatically fishers on boat to roll up the fishing net
- small but powerful to cover 6-8 people workload
- easy installing on the boat only connecting with the outboard motor
- also able to connect with anchor to be moored at the pier



In case of "no winch"
6-8people are forced to engage.

If electric winch is installed...



Only one operator to catch much fish!

【installed on boat】



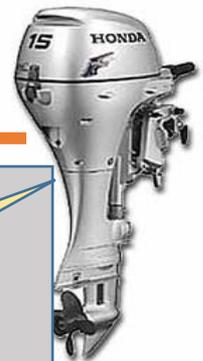
electric winch



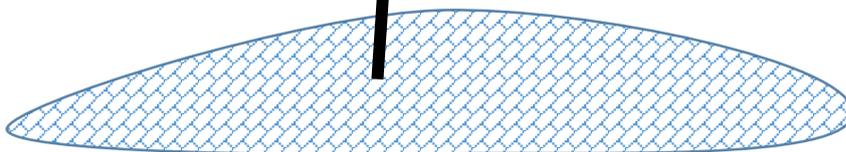
outboard engine with starter motor

【How to connect on boat】

electric winch



connected with the



fishing net

CC) Target

- fishing boats 2 to 3ton
- fishing boats having no engine, and which has the possibility to install outboard engine with the capacity 5 to 20HP
- fishing boats which have already set outboard engine with starter motor

DD) Hydraulic Winch vs Electric Winch

- Hydraulic winch system is much bigger, and installed on heavier boats over 5ton. Such boats have the marine engine originally which has the connection with the winch.
- electric winch can be installed on such small boats as 2 to 3ton.
- both winch won't compete because have different market.

EE) How to promote

- It can be promoted to the user of "outboard engines with starter motor".
- It can be sold with the outboard engine as package.
- One idea is to have alliance with the outboard engine dealer; YAMAHA, SUZUKI, etc
- One idea is to have alliance with the service engineer for boats.



displayed at YAMAHA dealer

FF) To our partner

- winch is to be replaced once per a few years because is worn out in such severe environment as sea. It is repeatedly sold once installed.
- price is 1000 to 3000usd/pc DDP. This biz can be started easily.



Motor output (2type)
 { 250W
 400W

Voltage (2type)
 { 12
 24

Install type (3type)
 { VT (Vertical Type)
 HZ (Horizontal Type)
 NB (Without Box)

250W series Specification

Model (type)	250W12-VT	250W12-HZ	250W12-NB	250W24-VT	250W24-HZ	250W24-NB
Voltage [V]	DC 12 V			DC 24 V		
Current [A] (Max)	30 A (90A)			15 A (45A)		
Motor Output [W]	250 W			250 W		
Rated Time	1 hour (current=<30A)			1 hour (current=<15A)		
Roller Revolution	50 rpm (low speed)		100 rpm (High speed)	50 rpm (low speed)		100 rpm (High speed)
Winch Capacity	Max (instant)	280 kg		140 kg		280 kg
	Normal (rated)	90 kg		45 kg		100 kg
Winch Speed	6 [m/min]		13 [m/min]	8 [m/min]		20 [m/min]
Weight [kg]	20 kg	20 kg	15 kg	19 kg	19 kg	14 kg

400W series Specification

Model (type)	400W12-VT	400W12-HZ	400W12-NB	400W24-VT	400W24-HZ	400W24-NB
Voltage [V]	DC 12 V			DC 24 V		
Current [A] (Max)	45A (120A)			25A (70A)		
Motor Output [W]	400 W			400 W		
Rated Time	1 hour (current=<45A)			1 hour (current=<25A)		
Roller Revolution	50 rpm (low speed)		100 rpm (High speed)	50 rpm (low speed)		100 rpm (High speed)
Winch Capacity	Max (instant)	400 kg		180 kg		700 kg
	Normal (rated)	140 kg		70 kg		140 kg
Winch Speed	18 [m/min]		30 [m/min]	20 [m/min]		33 [m/min]
Weight [kg]	27 kg	27 kg	22 kg	25 kg	25 kg	20 kg