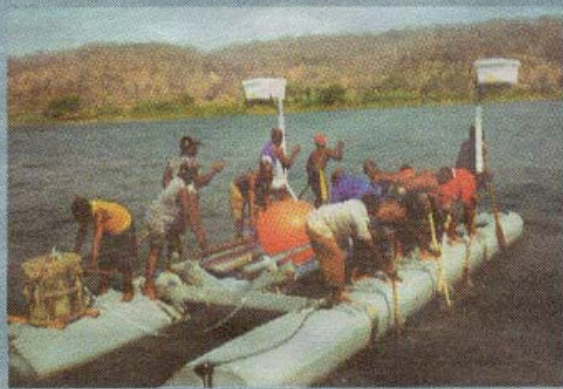


Need a lift?

Sunstream's products keep boats above water

One of those watching the parade of boats with great satisfaction this year will be **Ken Hey**, co-founder and CEO of Sunstream Boat Lifts, a Kent company he started 10 years ago. "More than 1,000 boats on Lake Washing-



SUNSTREAM CORP. PHOTO

Local people paddle a Sunstream FloatLift into position on a river in Zambia.

ton have our lifts now," says this inventor, who in the past sold five patents for engine mounts to Boeing. "When I am out on the lake and I see so many of our lifts, I feel proud and personally satisfied, because this is an environmentally sound product, saving bottom paint, and protecting marine life."

The high-speed hydraulic lifts keep boats out of the water. Some of them operate on solar power, and look like a combination of a boat cradle and aircraft landing gear. Some models float on pontoons. Others are anchored into lake or river bottoms.

Sunstream Corp. is riding a wave of growth. "We were up 71 percent in revenues the first quarter of 2006," said Hey, who says revenues are on target to go from \$10 million to \$14 million this year, with international demand on the rise. Sunstream lifts are in Africa, Asia,

Australia, Caribbean, Europe, Israel, Dubai, Saudi Arabia and more. Because of that increased international reach, the Sunstream catalog has been changed. In the past, it featured a bikini-clad woman operating one of the lifts, illustrating the ease

and speed it takes to use one (fast as a garage door opener). "We don't want to offend any cultures," says Hey, so the woman's picture was removed.

Sales people at Sunstream close some unusual deals. One sheik in Dubai, whose property was filled with free-roaming tigers and whose giant swimming pool was filled with large sharks, ordered 20 lifts for a fleet of boats he owned for his wives and children.

And salesman **Eric Hollinsworth** recently went to Zambia to install a lift, paddling it out with 18 locals, on a river filled with crocodiles, poisonous snakes and hippos. "He celebrated when they dropped anchor," says Hey, "until he realized he had to swim back in." What to do? Actually, the locals protected Hollinsworth, by surrounding him as they all swam back.