

ENGINEERED *Excellence*™



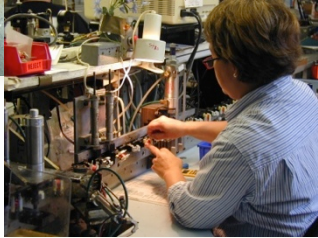
**Made in the USA**

## Why Faria / Beede?



- Over 156 years of combined instrument development experience.
- Only remaining vertically integrated U.S. manufacturer of gauges.
- ISO9001 Certified operations with a world class quality reputation.
- Outstanding Customer Service and Sales Engineers for Field Support.
- Ability to establish customer safety stock or consignment programs.
- Full Engineering staff, with proven track record of innovative designs.
  - MG3000 & NexSysLink digital instruments.
  - EntelNet™ Telematics for Wi-Fi™ communication of system data.
  - Android® operating system screen products.
- World leader in the Marine Industry w/ elegant / contour / backlit gauges.
- Fully trained Regional Representation for local support.
- Worldwide Distribution network.

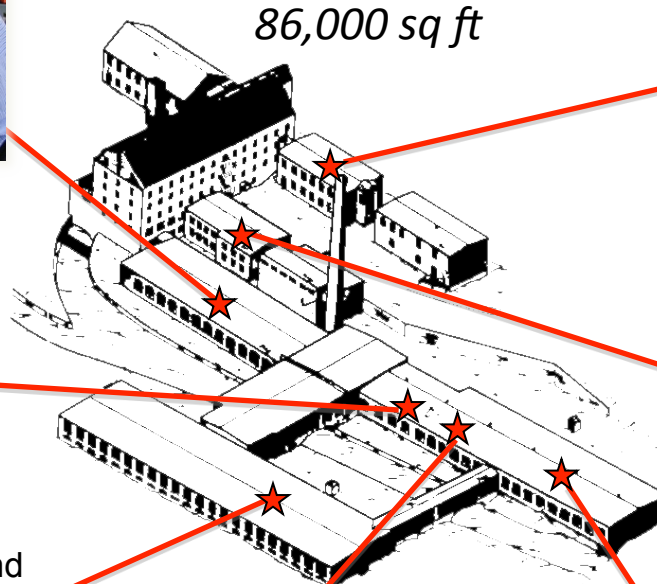
All meter movements, both bi-torque and Magne-Core, are produced in house on Faria® designed and built meter construction equipment.



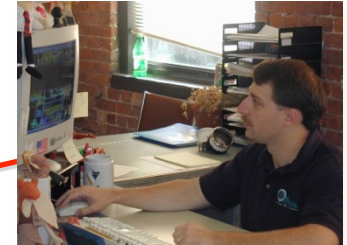
Magnet molding on meter shafts.



Each gauge is inspected by hand and readied for shipment.



In house CAD capabilities



Computer Aided Circuit Board Building



In house plastic injection molding capability up to 300 tons.



Automated Metal Forming





# BeeDe Electrical Instrument Co., Inc

Founded 1917

Acquired September 9, 2013



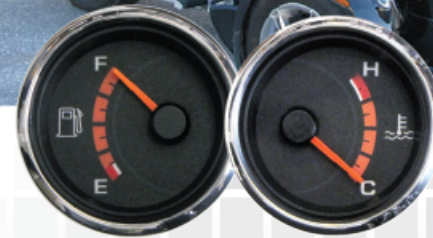
**Marine**



**Military**  
AM General  
U.S. Army

**Commercial**

Husqvarna  
Kubota  
Bad Boy



**Performance**  
CAN-AM Spyder



# Serving Industry Leading Companies

ENGINEERED *Excellence*<sup>TM</sup>

**Kubota**



**AM General**



**DOOSAN**



**HONDA MARINE**



**TOHATSU Outboards**



**KOHLER**



*Sea Ray*



**Husqvarna**



**SUZUKI**



**BM/BY**  
THROWERS



**POLARIS**



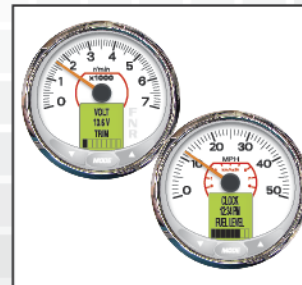
**Onan**



**MOTOR HARLEY-DAVIDSON CYCLES**



**EVINRUDE**  
E-TEC



**Faria**

**BEEDE INSTRUMENTS**  
since 1917

# Custom Styling

ENGINEERED *Excellence*™

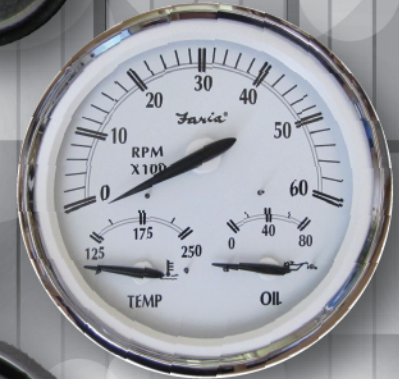
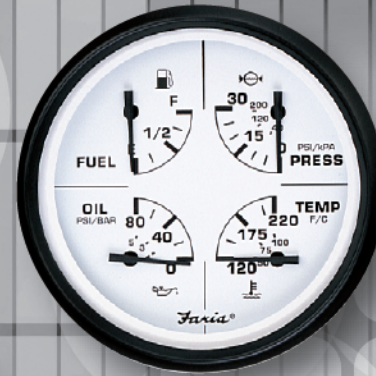
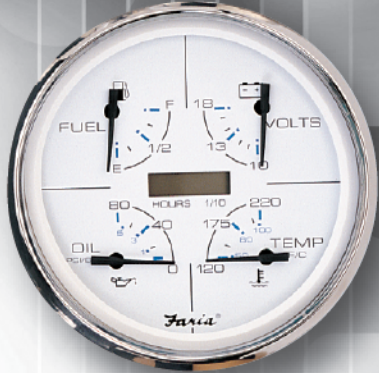
Faria can customize any gauge to fit your needs.

With 1000's of possible combinations and custom dial prints the possibilities are endless.

Change the color of the bezel,  
Add your logo,  
Change the pointer...



# Multi-Function GAUGES



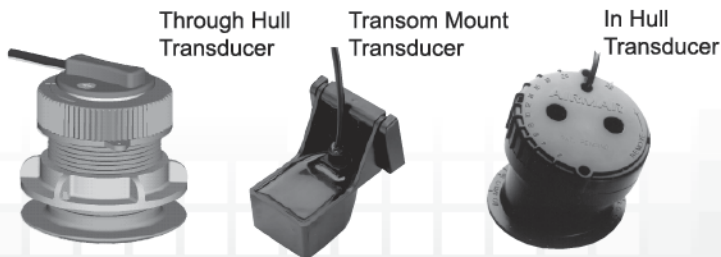
*Simplify Your Dash*



## Accuracy at any speed.

- Depth Range: **3 - 199** feet
- Deep and Shallow water alarms
- Programmable Keel off-set
- Automatic Gain control
- Back lighting Available
  - Blue
  - White
  - Red
- Metric or US standard units
- Easy to install!

Dual Temp Depth Sounder displays  
Outside Air temperatures and Water  
temperatures from 32° F to 200 °F.





## Universal Gas and Diesel

Available in 4 and 5 inch sizes with multiple ranges;

6000 RPM for Inboard and I/O engines

7000 RPM for all out board engines

3000 - 5000 RPM for diesel engines

These tachometers are available for all ignition systems, alternators and diesel engines. Available *with or without a digital hourmeter* which records up to 999999.9 hours.



## SystemCheck Tachometer

7000 RPM universal tachometer with warning indicators for the Bombardier/ Evinrude / Johnson SystemCheck engines.

Warning lights for No Oil, Engine Overheat, Check Engine and Low Oil.



## Suzuki Monitor Tachometer

7000 RPM universal tachometer with warning indicators for the Suzuki engine monitor system.

Warning lights for Check Engine, Temperature, Oil Level and Rev Limit.



## OBD Tachometer

Tachometer with warning indicators for the OBD (On-board diagnostics) monitor system.

Warning light indicates an OBD alert from the engine ECU.



## Programmable Tachometer with Hourmeter

This tachometer can be programmed to function with 1, 2, 4, 6 and 8 cylinder gasoline engines and with most diesel engines, and can be used with most ignition coils including Alternator and Mag pickup inputs.

It is available in a wide range of scales or you can customize to fit your needs.



## 2-inch Tachometer

Available in ranges from 1500 RPM to 4000 RPM. This 2-inch Tachometer connects to the Alternator signal. The tachometer has four range selections for rough calibration and an adjustment potentiometer for fine adjustment.

Coming in early 2013 Webber engine monitors.

**Available in all Faria Styles**



Discreet gauges with an easy to read Tachometer with Hour meter, Service Indicator and other options in the LCD. Simplifies your dash.



- 8-pin Molex connector
- Studs for ring connector (Ammeter only)

**A simple push of the fingers installs your gauge securely. No nuts, bolts or bruises required.**

- Available in all Faria standard styles or style your own.
- 2-inch discreet gauges available now
  - Ammeter
  - Voltmeter
  - Water Temperature
  - Oil Temperature
  - Oil Pressure
  - Fuel Level
  - Fuel Pressure
  - Hour meter

4-inch Tachometers and Speedometers, Multi-Function Gauges and more coming soon.





**Electronic speedometers operate by capturing pulses produced by a sensor. The pulses are then electronically converted to a speed-reading**

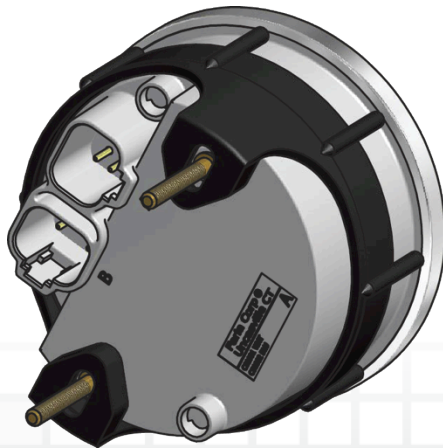
- Easy programming (for 1 or 2 axle ranges)
- Hourmeter function available
- Program service intervals
- Store highest speed
- Custom proprietary features available
- Easy calibration -
  - drive a measured mile
  - calibrate from inside cab
  - preset at factory



**NEW**

## With Internal Antenna

- Available in multiple speed ranges (in MPH, KPH and Knots)
- Premium LED back-lit dials
- No external GPS antenna required
- Available LCD displays Compass Rose heading and Actual heading (COG)
- Speed Accuracy of +/- 1 MPH
- Heading Accuracy of +/- 1 Degree
- Digital stepper motor driven pointers
- Ideal replacement for speed sensing pitot tube and paddle wheel that fail over time
- Perfect for slow moving vessels where pitot tubes typically don't work
  - Trolling
- Deutsch connectors
- Custom OEM styles and ranges available





**Everything you need to upgrade your dash.**

- Packaged and ready for the display counter.
- These Boxed Sets offer a complete set of gauges ready to install.
- Available in Chesapeake White Stainless Steel, Chesapeake Black Stainless Steel, Euro, Euro White, Dress White and the Kronos styles .



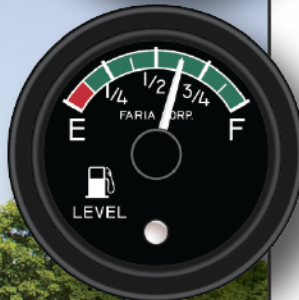
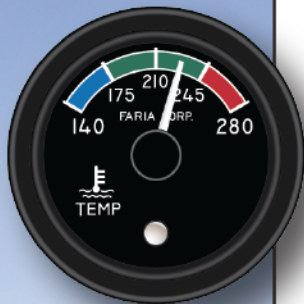
## SAE J1939

**Stand-Alone technology.  
Each instrument receives  
information directly from  
the J-1939 Bus**

- J1939 CAN Bus Instruments
- Available in a wide variety of styles
- Designed and manufactured to MIL-STD-1275, MIL-STD-461, MIL-STD-464, MIL-STD-810 and SAE J1113-13 specifications
- Multiple Analog and Digital Inputs to reduce system costs
- Wide variety of instruments including 3-1 and 4-1 multi-function gauges, 4-inch and 5-inch Speedometers and Tachometers and a complete suite of 2-inch discreet instruments i.e, Fuel Level, Temperature, Volts and Oil Level



## Tier 4 engine instruments



Faria offers a complete line of J1939 standard and Stand Alone monitoring solutions for your Tier 4 engine.

With some of the most sophisticated vehicle information and instrumentation systems in the industry, Faria Corporation has the right products to meet future global needs for rugged, reliable and innovative instrumentation with Engineered *Excellence*™.

- J1939 CAN Bus Instruments
- **Stand Alone technology** - Each instrument receives information directly from the J1939 Bus
- Can be connected in standard J1939 harness configurations
- Available in a wide variety of styles.



SAE J1939

“Proprietary & Confidential”



## A user friendly digital engine monitoring solution.

- Larger lighted buttons with tactile feedback
- LED back lighted dial
- Fog-resistant polycarbonate lens
- Plug and play connectorized cases.
- The new daylight readable LCD in multiple colors
- Intuitive design is so user-friendly that the customer should never need a manual to operate the product.
- Reduces installed costs significantly.



**SAE J1939**





## Reduce costs with entry level digital engine monitoring

- Displays engine ECU data and alarms
- Installation is simplified by reducing wiring and setup time
- Communicates with the engine ECU
- Lowest cost, most user-friendly digital product in the market
- Multiple analog inputs and warning lights
- Reduces installed costs significantly.



“Proprietary & Confidential”



Analog Inputs  
Indicators  
Pressure Port

Available Functions

| Tachometer      | Speedometer | Pressure   | Temperature | Volt | Alarms    | Fuel       | System        | Options     |
|-----------------|-------------|------------|-------------|------|-----------|------------|---------------|-------------|
| - Clock         | - Location  | - Oil      | - Engine    |      | - Visual  | - Level    | - Clock       | - Tier IV   |
| - Engine Hours  | - COG       | - Fuel     | - Coolant   |      | - Audible | - Economy  | - Lighting    | - Odometer  |
| - Throttle      | - Max Speed | - Manifold | - Oil       |      | - Custom  | - Flow     | - Engine Type | - Trip Data |
| - Gear Position | - Trip      | - Exhaust  | - Fuel      |      | - Pop-Up  | - Pressure | - Languages   | - Brake     |
|                 | - GPS       | - Boost    | - Manifold  |      | - History | - Temp     | - S/W rev.    | - D.E.F.    |
|                 | - Heading   | - Gear     | - Exhaust   |      |           | - Range    | - Self Test   | - D.P.F.    |
|                 | - Source    |            | - Cargo     |      |           |            | - Colors      | - D.O.C.    |
|                 |             |            | - Air       |      |           |            | - Initialize  |             |



## Products- NexSysLink® Master and Slave Instruments



- Master Node Instrument (MNI) can drive up to 16 Slave Node Instruments (SNI)
- Protocols: SAE J1939, NMEA 2000®, Smartcraft®, MEFI-4
- MNI accepts 3 discrete analog sender inputs, including NMEA 0183
- Transflective LCD displays faults, warnings and alarms
- Product sizes :2", 3" and 5" diameter, single or multi-function configurations
- Remote buttons required to navigate menus (up/down/enter)
- User settable alarms & LED indicator displays fault
- Single instrument also available as stand-alone unit that receives data directly from the CAN bus (SANI)



M150L15

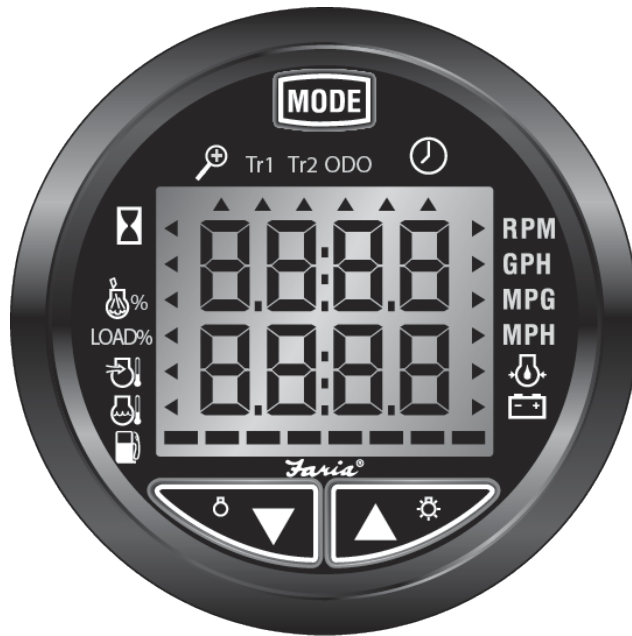


- Analog Input for Fuel Level
- Analog Input for Engine Oil Pressure
- User configurable engine speed limits
- Programmable throttle operation
- Engine Maintenance Interval
- SAE J1939 compatible throttle control
- SAE J1939 compatible Diagnostics
- RGB LED backlighting multi-color display lighting
- Multi Language Support
- Remote Engine Shutdown
- Audible and Visual Alarms
- INPUTS
- J1939 Engine Data
- Oil Pressure
- Fuel Level
- Remote Engine Stop



**SAE J1939**





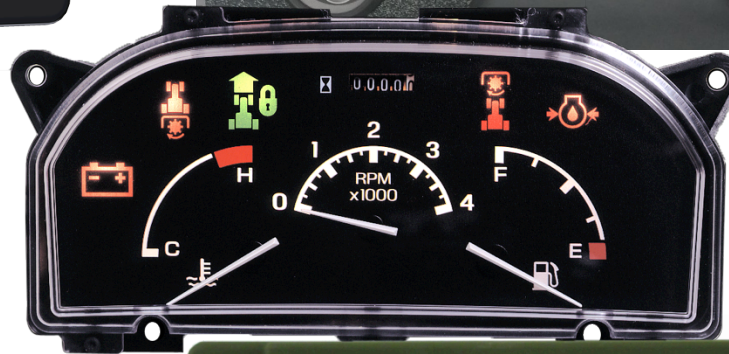
## Monitor Electronically Controlled Engines Using NMEA2000 Protocols

- Displays engine ECU data and alarms
- Installation is simplified by reducing wiring and setup time
- Communicates with the engine ECU
- Lowest cost, most user-friendly digital product in the market
- Multiple analog inputs and warning lights
- Reduces installed costs significantly.



# Instrument Clusters

ENGINEERED *Excellence*™



# Mach-7 – Digital Instrument - features

ENGINEERED *Excellence™*



Android Based Operating System



"Proprietary & Confidential"



# Mach-4 – Digital Instrument - features

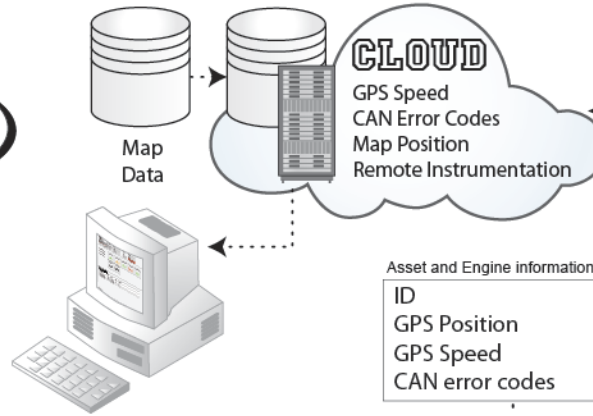
ENGINEERED *Excellence*™



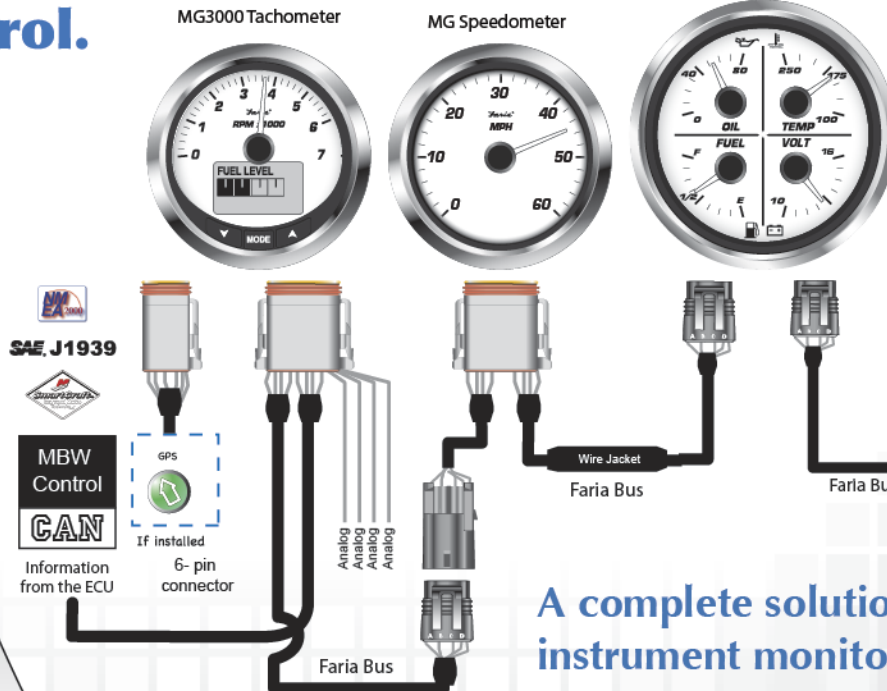
MACH-4



## Cloud based engine monitoring and systems control.



Smart Devices



### A complete solution for remote instrument monitoring!





## ASSET TRACKING & ENGINE CONDITION REPORT

CLIENT ID: **Any Company**  
 VEHICLE ID: **1N5276**  
 ENGINE ID: **AC2137653**

DATE: **September 17, 2013**  
 TIME: **07:38:00**  
 CONDITION: **Check Engine**



| Engine Faults    |          |         |     |       |
|------------------|----------|---------|-----|-------|
| Description      | Time     | SPN     | FMI | Count |
| Engine Temp High | 15:09:20 | 7890123 | 23  | 01    |
| Low Oil Pressure | 15:07:39 | 0123456 | -1  | 01    |

|                    |               |                 |                    |                      |
|--------------------|---------------|-----------------|--------------------|----------------------|
| FUEL LEVEL (%)     | OIL LEVEL (%) | MAX SPEED (MPH) | MAX ENG. TEMP (°F) | MAX OIL PRESS. (PSI) |
| <b>75</b>          | <b>65.8</b>   | <b>16.9</b>     | <b>201.5</b>       | <b>65.3</b>          |
| FUEL ECONOMY (GPH) | BATTERY (V)   | ENGINE HOURS    | TRIP (M)           | AUX ( )              |
| <b>4.1</b>         | <b>12.1</b>   | <b>145.4</b>    | <b>1573.1</b>      | <b>00</b>            |

Legend:  
**OK** - Data in normal operating conditions  
**Warning** - Data outside normal operating conditions but not critical  
**Alert** - Data outside normal operating conditions critical



Proven Reliability

ENGINEERED *Excellence*™

Designed for boaters...  
...by boaters since 1957!



The environment just doesn't get any  
more harsh than this!

Preferred Supplier





# Supplying World Class Instrumentation For More Than 150 Years

**Rugged • Reliable • Innovative  
Gauges**

**Thank You!**