Welcome to the October edition of the SKIPPER Newsletter.

**Sales**

**Seatrade Middle East Maritime:**
SKIPPER Electronics will be represented at the Seatrade Middle East Maritime in Dubai 29. and 30. October 2014.

The new SKIPPER DL21 and DL2 will be presented at the Elcome International booth situated at L1&L7.
For more information on this exhibition please enter [http://www.seatrade-middleeast.com/](http://www.seatrade-middleeast.com/)

For a meeting during these two days please send an e-mail to Sigurd@skipper.no.

**25 year anniversary for Tor Andreassen:**

Tor Andreassen has now been working at SKIPPER Electronics for 25 year!

He started in 1989 after a 2 year long break from the company. The first time Tor entered into SKIPPER was already in 1974! He has been the Managing Director from 1998 until 2013.

Tor is now working 50% for SKIPPER Electronics and 50% for the mother company SKIPPER AS.

We celebrated this in our office, and a golden watch was given to our jubilant! A 25th anniversary is an exceptional achievement, and if we count in the full time in SKIPPER we count almost 40 years dedicated to SKIPPER and all SKIPPER customers!

Thank you Tor!

**New SKIPPER catalogue now available for download:**

Please download the latest SKIPPER catalogue on [www.skipper.no](http://www.skipper.no). The latest products are now included featuring the two new Doppler speed logs in our new Multi range namely the SKIPPER DL21 and the SKIPPER DL2. Both products will be available in February 2015.

To download please enter into the SKIPPER web site or [click here!](http://www.facebook.com/groups/374685331159/)

**Company evaluation**

SKIPPER would like your feedback regarding our products and service. The evaluation will take 2 minutes. [Please access the evaluation here!](http://www.facebook.com/groups/374685331159/)

**Follow SKIPPER on Facebook:**

Join SKIPPER on Facebook with this link: [http://www.facebook.com/groups/374685331159/](http://www.facebook.com/groups/374685331159/)
Technical

Coming soon!

SKIPPER now develop new IMO Wheelmarked Echo Sounders for navigation (SKIPPER ES1, ES2, ES4 and ES6), and will release these in 2015. We aim to make these ideal for use in retrofit. In these cases the transducer is often still ok but the electronics needs replacing.

To aid this we want to approve the system with as many “old” and “current” transducers as possible. If you have a transducer you want to be approved with our new Echo Sounders, then we need to get hold of the transducer! Please inform us regarding this, and we will arrange for the shipment. Please send your request to support@skipper.no.

Technical training

Due to some unforeseen circumstances we have been forced to change the SKIPPER training schedule. Due to sudden illness in the trainers close family, the training in China is postponed.

We will plan to arrange this training in 6-12 months from now. More information will follow.

Planned SKIPPER service trainings 2015

The following courses are planned for 2014 and 2015, please let us know if you intend to come to these so we can plan numbers of courses and contents. In addition 2014 will see the launch of a number of new products, and shorter sales based courses will be held at a number of locations.

<table>
<thead>
<tr>
<th>Date</th>
<th>Duration (days)</th>
<th>Course type</th>
<th>Continent</th>
<th>Country</th>
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</thead>
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<tr>
<td>June 2015</td>
<td>3,5</td>
<td>Service</td>
<td>Europe</td>
<td>Norway – SKIPPER Electronics</td>
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<tr>
<td>Approx. September 2015</td>
<td>3,5</td>
<td>Service</td>
<td>U.A.E. Dubai</td>
<td>Elcome International</td>
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<td>Approx. March/April 2016</td>
<td>3,5</td>
<td>Service</td>
<td>Singapore</td>
<td>Jason Electronics</td>
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</tbody>
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Training details 3,5 days
### Day 1
09.00AM-05.00PM
- **Echo sounders**
- **Speed Logs**
- **Bottom Equipment**

### Day 2
09.00AM-05.00PM
- **Principles**
  - IMO requirements
- **The Systems**
  - Doppler principle
- **GDS101**
  - Electromagnetic log principles
- **GDS102**
  - DL850 270kHz Dual axis STW+SOG
- **ETT985**
  - Echo sounder simulator/tester

### Day 3
09.00AM-05.00PM
- **New Multi series**
  - Speed logs
- **Bottom Equipment**
  - Tanks / Sea Valves
- **DL1 Multi.**
  - 1-axis STW
- **Installation in the hull.**
- **DL2 2-axis STW+SOG**
- **DL1 Multi**
  - Single axis Doppler Speed Log
- **ETT985**
  - EML 224 Dual axis STW

### Day 4
09.00AM-01.00PM
- **New Multi series**
  - Speed logs
- **Tanks / Sea Valves**
- **DL1 Multi.**
  - 1-axis STW
- **DL2 2-axis STW+SOG**

### Training details 3 days

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<tr>
<td><strong>Echo sounders</strong></td>
<td><strong>Speed Logs</strong></td>
<td>EML 224 Dual axis STW</td>
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<td>Principles</td>
<td>Navigational speed log requirements</td>
<td>The EML 224 Graphic display</td>
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<td>The Systems</td>
<td>Doppler principle</td>
<td>The EML 224 Compact display</td>
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<td>GDS101 Echo sounder</td>
<td>DL850 270kHz Dual axis STW+SOG</td>
<td>DL1 Multi</td>
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<tr>
<td>GDS101 software Hardware Installation Maintenance</td>
<td>Software Hardware Installation Maintenance Diagnostics</td>
<td>Single axis Doppler speed log</td>
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<tr>
<td>GDS102 Bottom Equipment</td>
<td>Two frequencies Echo Sounder</td>
<td>Tanks Sea Valves Positioning of bottom parts</td>
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<tr>
<td>ETT985</td>
<td>Echo sounder simulator and Transducer tester</td>
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