

Welcome to the April edition of SKIPPER Newsletter.

Sales

Sea Asia in Singapore:

SKIPPER Electronics attended the Sea Asia exhibition in Singapore this month, with a stand together with SKIPPER's service hub Jason Electronics. It was a successful exhibition with many visitors. We would like to use this opportunity to thank Jason Electronics for showing a great hospitality throughout this exhibition.



Nor-Shipping in Norway:

SKIPPER will attend Nor-Shipping with a full range of products in the end of May (24-27). Please feel free to contact us for private meetings during this exhibition. It will give you a great chance of viewing our range of products, and we will be assisting you with any information regarding our products. Our stand will be at B04-13. For a full map please enter <http://messe.no/en/ntf/Projects/Nor-Shipping/>

Retrofit for ED161 and ED162:

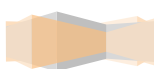
There are a large number of the Navigational Echo Sounder ED161 and ED162 in the market, and as we now see there is difficult to get hold of spare parts for the old ED Echo Sounders.

This is a really good opportunity to retrofit these Echo Sounders with SKIPPER GDS101 Graphical LCD Display!

Normally the ED161 operates with 50 kHz transducer and the ED162 operate with 200 kHz transducer. Both could easily be retrofitted with the GDS101 as long as the transducer is still working. This is because the GDS101 operates with a possibility for three transducers with frequency of 38, 50 and 200 kHz.

The GDS101 display has the same cut-out dimensions as the ED Echo Sounders, so the only installation that needs to be done is to take out the old ED display and replace it with the GDS101 display and connect the existing transducer cable!

Please feel free to contact us for further assistance with this retrofit.



Technical/Service news

If you would like to attend any of the below training courses you need to register as fast as possible. The courses are already starting to get filled up.

Schedule for SKIPPER Electronics service trainings 2011:

| Place | Date | Course type | Hosted By |
|---------------------|-----------------|------------------|--------------------------|
| Far East | | | |
| Singapore | October | Advanced service | Jason Electronics |
| Americas | | | |
| USA, Ft. Lauderdale | 1st. -3rd. June | Advanced service | L-3 G.A.International |
| Europe | | | |
| Norway, Oslo | August | Advanced service | SKIPPER Electronics |

Shortage of components worldwide:

There is a lack of components worldwide, and we have been influenced by this on a short term basis. With this regards, it is important for us that our customers place orders in advance, especially for Speed Log Sensors. It is easier for our production planning if we receive your orders in advance with a longer leadtime than what we see today.

Best regards,

Sigurd H. Paulsen

Sales/marketing manager

SKIPPER Electronics AS

