Welcome to the February edition of SKIPPER Newsletter.
It is good to see that the year 2011 starts with a positive trend in our maritime market. Hopefully this trend will continue throughout this year and into the future. There has been and is still a lack of some electronic components worldwide and we are doing our best in order to overcome this problem, and avoid delays in our production.

Sales
The new DL850S27 Doppler Speed Log Sensor:
The design has been changed to improve the life time.
The old part number DL850S27XX-XA is now being replaced by DL850S27XX-XB, where X will vary depending on the mounting or OEM version.

DL850S27XX-XB is already released and replaces all DL850S27XX-XA orders.

There are no changes in price.

Ice plate for Echo Sounder 200 kHz Transducer:
The existing ice protected tank (ETNSTCI) for the 50 kHz Echo Sounder Transducer has now been tested for the 200 kHz Transducer (ETN200FS/ETN200FSX). This configuration works well within the IMO minimum specification of 200 m depth, and is already available for delivery.
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

<table>
<thead>
<tr>
<th>Place</th>
<th>Date</th>
<th>Course type</th>
<th>Hosted By</th>
</tr>
</thead>
<tbody>
<tr>
<td>Far East</td>
<td></td>
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<tr>
<td>Singapore</td>
<td>October</td>
<td>Advanced service</td>
<td>To be decided</td>
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<tr>
<td>Americas</td>
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<tr>
<td>USA, Ft. Lauderdale</td>
<td>1st. -3rd. June</td>
<td>Advanced service</td>
<td>L-3 G.A.International</td>
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<tr>
<td>Europe</td>
<td></td>
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<td></td>
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<tr>
<td>Spain, Algeciras</td>
<td>22nd.-24th. March</td>
<td>Advanced service</td>
<td>Aage Hempel</td>
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<tr>
<td>Norway, Oslo</td>
<td>August</td>
<td>Advanced service</td>
<td>SKIPPER Electronics</td>
</tr>
</tbody>
</table>

Registration to support@skipper.no

Picture of attending engineers on service training in Dubai 9\textsuperscript{th}-11\textsuperscript{th} February 2011. Training was held at our service HUB in Middle East region, Elcome International Dubai.
New Sealing on SKIPPER products!

The new sealing will show “VOID” if seal is broken. (As shown on close up picture)

More info about HUBs:
http://www.skipper.no/hubs.html

Did you know you can find what spare parts and products that are available at the HUBs?
http://www.skipper.no/hubs/127-hubs-partlist.html

Best regards

Sigurd H. Paulsen
Sales/marketing manager
SKIPPER Electronics AS