

*The summer is here, and we would like to welcome you to the summer edition of SKIPPER Newsletters.*

It looks like the market in general is uncertain regarding the future. We could also see that there was a new record in visitors at Nor Shipping 2009. This indicates that the market is anxious for information about the future.

## Nor Shipping 2009



Nor Shipping 2009, SKIPPER stand

Our stand B02-21 was well visited, and we managed to demonstrate all our Navigational Echo Sounders and Speed Logs with great success. Our new product catalogue was also very popular, and it is good to get an overview of all our products in one catalogue. Our catalogue is now updated and the latest version is available for download on [www.skipper.no](http://www.skipper.no).

**We would like to thank all visitors and customers for a great Nor Shipping 2009!**

## SKIPPER is open!

Even though Norway traditionally closes in July, we at SKIPPER will be here as usual providing sales and service information. We are fully stocked and should be able to deliver most products with a short lead time. Please make contact for further information.

## Sales

We are having a great success with our Electromagnetic Speed Log **EML224 Compact**. The reason for this success is partly due to the size of operator display (only 144x144mm). This gives good flexibility in mounting, making it easier to fit it into smaller bridge systems without any compromises.

Another reason for the success is the low price. A complete single axis system (SY-EML124CT-SA) with sensor (EML224ST-SA), electronic unit (JB60N2-SA), tank (ETNST) and operator unit (CD401E1-SA) is only **NOK 50 555,-**. It is also available in dual axis as seen below, and can be mounted in Gate Valve for double and single bottom configurations.



**EML224 Compact Display (CD401E2-SA)**

If you want any additional information, please contact us.

## Service/Support

### Over 100 Technicians and Engineers freshly trained on SKIPPER products

SKIPPER has had another busy month with two successful Advanced Service courses in Ft Lauderdale, US and Oslo, Norway. So far this year we have trained over 100 technicians and engineers, and we haven't finished yet. Our aim is to give all our service centers a chance to train locally. As part of support improvements this year we are now posting a list of companies with engineers trained in the last 5 years and their location on our web site so that customers can quickly find competent service support. Anyone who has trained with SKIPPER in the last 5 years may be posted on the site if they wish, and are willing to provide support for end users. Send your name, location, together with the course place and date to [support@SKIPPER.no](mailto:support@SKIPPER.no) to be included.



Advanced service course in Ft Lauderdale, US

### **SKIPPER Forum and technical information newsletter**

A Re-occurring request during courses and in contact with service partners is that we send out more technical service information. We plan to do this from the autumn, including info about software/hardware changes and interesting service cases and their solutions. In addition we wish to try a forum so that technical personnel can exchange hints and tips. Our hope is that this forum can be used as our information gateway to the technical staff around the world. To receive this information please register on [www.skipper.no/smf](http://www.skipper.no/smf) and tick the section for newsletters in your profile. If you are a service centre OEM or HUB, you will be given extra rights on this site so that we can effectively give you the information that is relevant to you.

Best regards

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Sales/market manager

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