



At SKIPPER Electronics, we like to keep you informed of developments and changes and will now distribute regular newsletters containing news about our products, training courses, support, development etc.

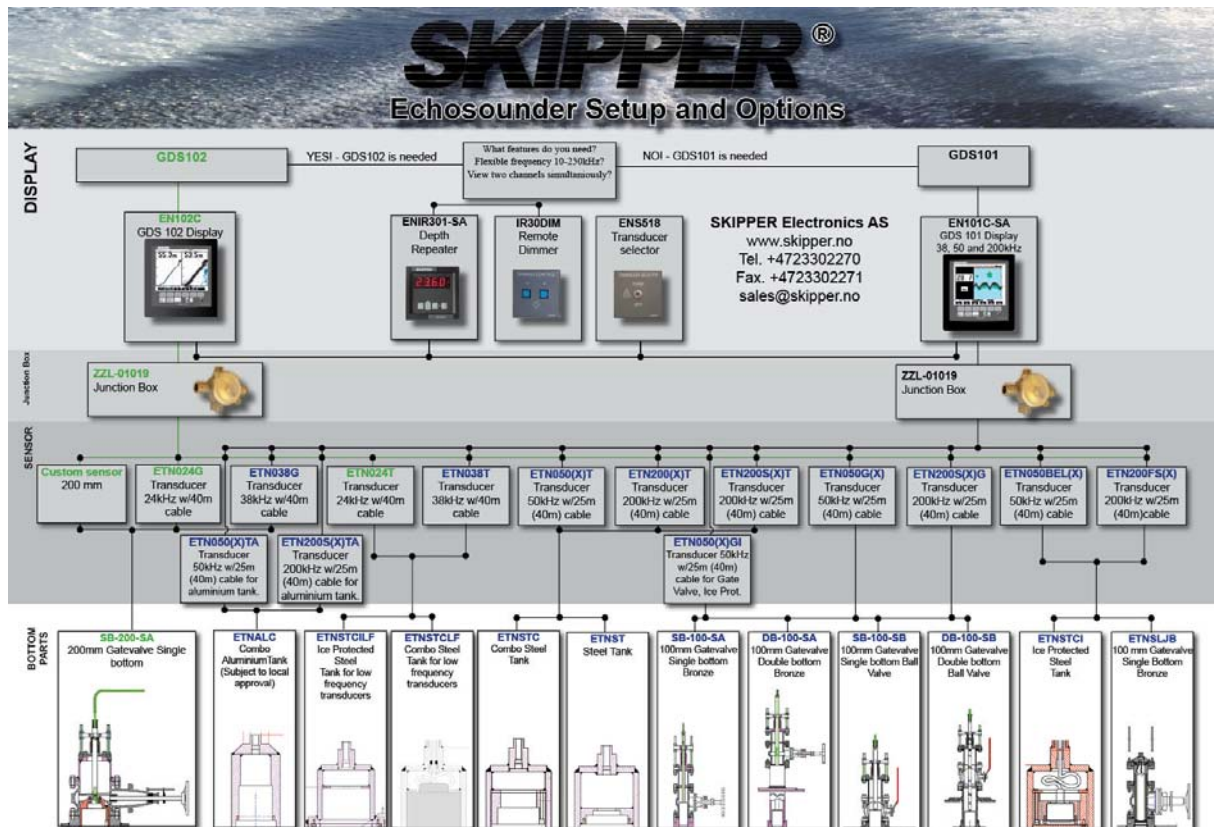
Newsletter February 2009!

Development/Service/Support:

- As part of our continual program of improvements our Development and Service/Support departments have now merged in order to optimize service and to prioritize product improvements.
- **Svenn Giske** has now retired, but will still be available for internal training. We are grateful for his support and good work at SKIPPER for more than 30 years.
- **Mohammad Zaman** would join the support department, Mohammad is coming from our test/production department. He will work closely with Geir, our coordinator to tackle your service issues fast and efficiently.
- **Sigurd H. Paulsen** (Naval architect) in our sales department will be in assistance for mounting issues.
- In 2009 SKIPPER service centers will spring up at many of the world shipping hubs. The first will be in Asia, Middle East and USA. These will have local supplies of spares, and experienced technical personnel, for use by both customers, OEM producers and representatives.
- During 2009 we intend to give everyone a change to attend a focus course. These will be held in Singapore(April), Shanghai(April), Miami(May), and Norway(June), and other courses will be announced later. These courses will tackle installation, initialization, diagnostics, service and sales. These promise to be popular so register your interest soon to support@skipper.no.
- As our products are modernized, new information is becoming available about the systems use and diagnostics. In addition, newer products allow the systems software to be upgraded by downloading from our web site. The SKIPPER web site is undergoing changes to make it simpler to use and to add relevant information for both the users and the suppliers. www.skipper.no is the support web portal, and from here you can navigate to all the information available.
- E-Journal is our new service/support/sales tool. This is an e-mail based “case” system that allows more efficient customer service, together with better tracking of services history on vessels. Important issues for efficient use of our new system are:
 - ID number that can be used throughout the case from first question, to the return of the material (RM)
 - Please use the approved e-mail in order to connect to the correct department: Support@skipper.no, sales@skipper.no, purchasing@skipper.no, admin@skipper.no, development@skipper.no, orders@skipper.no, production@skipper.no.

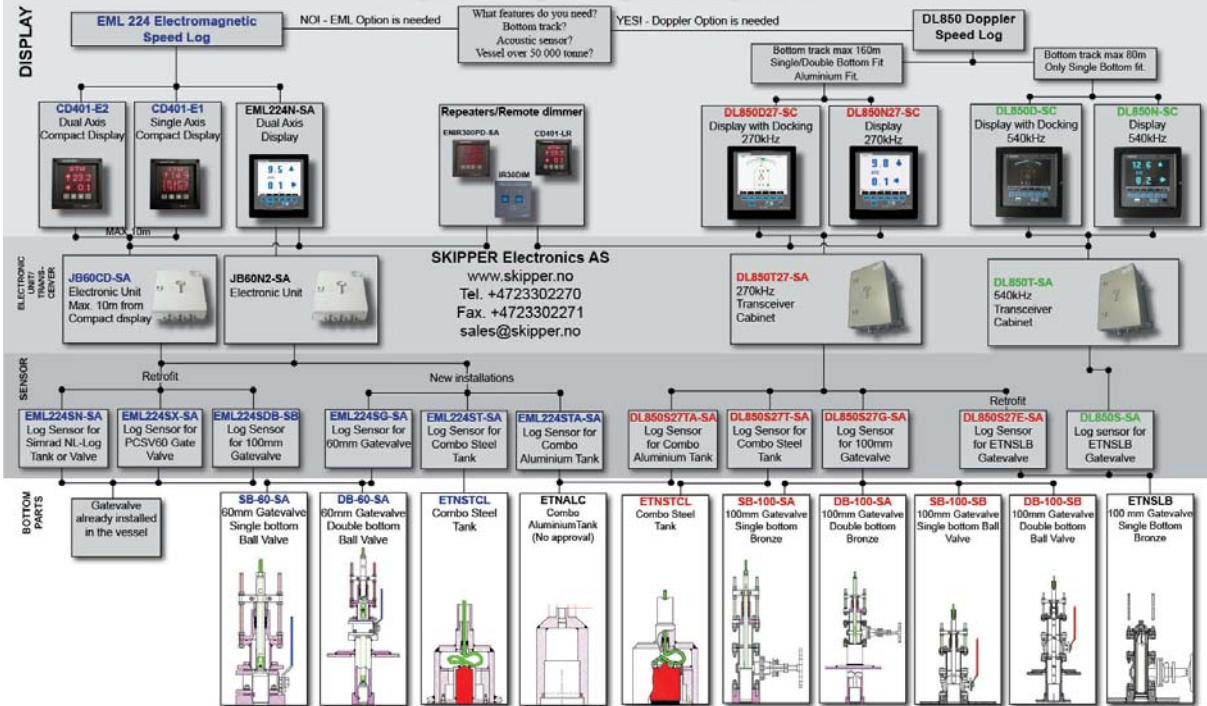
Sales:

- The new EML224 Compact was released in 2008, and it has been really welcomed in the market. With a retail price of only **NOK 50 555,-** complete with tank, sensor, 40m cable and electronic unit it is a really good value IMO certified electromagnetic speed log. Please see http://www.skipper.no/index.php?option=com_content&task=blogcategory&id=20&Itemid=30 for more information on the new EML224 Compact.
- The new DGR360 Gyro Repeater is now released. From customer interest, and with a retail price of only **NOK 6 411,-** it promises to be a really big hit. It is based on standard NMEA signals (including the new THS formats) in. The heading angle is displayed with large LED segments, and include an indication of the rate of turn by using dual color surrounding LED, that would change from green to red depending on the direction of the turning. Find out more information on the new DGR360 at http://www.skipper.no/index.php?option=com_content&task=blogcategory&id=99&Itemid=104.
- To make product selection simpler, SKIPPER has made an overview of all the different setups and options that are possible with SKIPPER's Speed Logs, Navigation Echo Sounders and repeaters. See the overview underneath:



SKIPPER®

Speed Log Setup and Options



SKIPPER Electronics move to new and bigger facilities:



- The new delivery/visiting address is now: Enebakkveien 150, 0680 Oslo
- The movement dates would be 19.-22. February, and we would not be able to answer any e-mails from 15:00 on the 19. February until 23. February at 09:00. It would be possible to contact us on phone as normal the full period.
- The new site is not far from the old (350m).
- The new facility has a larger production and warehouse, and has been rebuilt to suite the requirements of the high quality electronic production that SKIPPER Electronics Requires. In addition a new technical and course centre has been designed allowing us to give courses to larger groups.
- The main phone and fax numbers remain unchanged (Tel. +47 23 30 22 70, Fax. +47 23 30 22 71). However direct numbers have now changed. Please see http://www.skipper.no/index.php?option=com_content&task=category§ionid=13&id=43&Itemid=43 for more information on the direct numbers.

Events to meet us at:

- **Nor-Shipping 2009 at stand number B02-21**
 - **Start date: 09.06.2009**
 - **Finish date: 12.06.2009**

If you do not want to receive these mails in future please reply to this mail with the word 'unsubscribe' in the header.

Best regards,

Sigurd H. Paulsen

Sales marketing manager

SKIPPER Electronics AS

P.O.Box 151, Manglerud

N-0612 Oslo

Norway

Phone : +47 23 30 22 70

Mobile : +47 92 28 18 12

Fax : +47 23 30 22 71

E-Mail : sigurd.paulsen@skipper.no

E-Mail : sales@skipper.no

Web : <http://www.skipper.no/>