

SKIPPER

Newsletter May 2009

Course Success in Asia

April has been a busy month at SKIPPER Electronics. Three courses have been held in Singapore, Shanghai, China and Pusan, South Korea. All who attended, have now learnt and experienced most aspects of the SKIPPER products, and are now able to provide even better service to customers in the area. Participants came from many countries ranging from Australia to India and of course the hosting countries together with technicians from the OEM brands. All experienced hands on instruction, and handled common issues and some of the more unusual ones. SKIPPER wishes to thank the host companies in particular. Jason Electronic Company, Singapore, Everpine in Shanghai, and Turn-on in Pusan, all of which trained up a large number of their own technical staff.



If you missed out on these courses, it's not too late. We still have places left on the courses in USA (Ft Lauderdale) in May, and a few places left in Oslo in June. We share a common aim in these difficult times to keep the end users and yards happy with our service. These courses serve primarily to lift the competence around the world. If you are going to attend the course in Oslo please book a hotel soon. It is nearly full. We know there are places at:

www.hotels.com

A full list can be found at:

<http://www.congrex.no/expose/global/download.asp?id=626&fk=352&thumb=>

Or booking at

<http://www.congrex.no/expose/sites/clientweb/default.asp?s=353&id=651>

Other News

Do you have problems getting spares to a vessel in time?

We see a lot of frustration with customers and service partners around the world in getting parts to vessels for last minute repairs. Still if all parts are sent from Norway the same day as order is received it could take several days and much paperwork with customs and clearance at the reception site.

We at SKIPPER have been looking at how we can make things simpler, and have decided to have Service Hubs at key ports around the world. These will have most parts needed for the kind of repairs that are typical with current SKIPPER product, as

SKIPPER Electronics AS, Enebakkveien 150, 0680 Oslo, Norway, Tel. +47 23 30 22 70, Fax. +47 23 30 22 71, www.skipper.no, sales@skipper.no, support@skipper.no.

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well as some older parts. In addition these companies will be able to offer support when required. And SKIPPER will be keeping them updated on all changes.

Of course, a number of companies have their own spare parts, some of these have become outdated, and should be upgraded. On our website you will now find a list of parts stocked by the Hubs. If you have parts outside of this list, we recommend you send us a listing, with as much details as possible (part number, revision, date of purchase) and we can give advice as to what is still useful, and if there is anything that should not be used.

Next month we will introduce the first service HUB.

Sales

There has been a good response to our special offer of last month for the DL850 540kHz, and we do now have only a few systems left, so if you are going to purchase this excellent offer, please send your order ASAP.

*[We still celebrate 10 year anniversary for the Doppler Speed Log DL850 540kHz version. We have had great success with this Doppler Speed Log, and would therefore like to celebrate with a **special discount of 30%** when purchasing a complete DL850 540kHz version. The DL850 540kHz is delivered complete with Sensor, Gate Valve, Electronic Unit and Log Operator Unit. The part. no. for the complete unit is SY-DL850-SA without docking and SY-DL850D-SA with docking. This special offer is limited to only 20 complete units, so please note **"First come, first serve!"**]*



- **SKIPPER** is now working on a new Product Catalogue for all the navigational products, and you are welcome to download the preliminary version of this Product Catalogue on our web page. Please also give us feedback on how you find this Product Catalogue. For download please go to this address http://www.skipper.no/component/docman/cat_view/109-product-catalogue.html

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Nor-Shipping 2009

Please meet us at stand number B02-21.

Send us an e-mail if you need invitation cards!

Do you want to see SKIPPER equipment in action? Or just see the fjord? Boat trip on Oslo Fjord, **Thursday 11th June**. Sign up on the SKIPPER stand at NORSHIPPING, or send us a mail.

What is happening in the world today?

It is turbulent times in the ship building world. Everybody is uncertain of what the future holds. We hear from our customers that many new build vessels are being delayed, and some un-started new-builds are being cancelled.

We are always interested in your interpretation of what is happening in the market in your area. How can we help to stimulate life back into your sales? Do you have suggestions of unexplored markets, retrofit possibilities or other ideas? Let us know.

Remember: there's loads of information on our website www.skipper.no

Courses, online training, documentation, Technical bulletins, and much, much more...

Course information

Americas					
USA – Ft. Lauderdale, FL	27/28. May	Advanced Service	L-3 G.A.International	6/15	
Europe					
Norway – Oslo	8/9. June	Advanced Service	SKIPPER	Course Extended: Places available	Same week as 'Nor-Shipping'
Middle East					
Dubai	Autumn 09	Advanced Service	To be decided	15/15	

Price:

Advanced Service Course – Only NOK 1800,- pr. person

This will include lunch on all teaching days, and course material.

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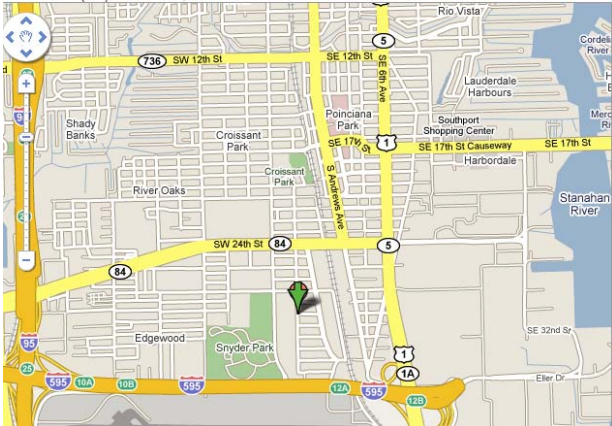
Course programs:

Advanced Service Course
Ft lauderdale USA, Oslo Norway
Course Leaders: Paul Connelly, Geir Theodorsen

The Echosounder Principles The Systems The Generations Checking your system parts Installation Commisioning Maintenance Positioning of bottom parts Installation of Mechanical parts Tech support procedures Diagnostics Practical examples Duration 1 day 0900-1700	The Doppler Speed Logs Principles The DL850 The Generations Checking your system parts Installation Commisioning Maintenance Diagnostics Practical examples Duration 0.5 day 0900-1200	The Electromagnetic Speed Logs Principles The EML 224 Graphic display The EML 224 Compact display The Generations Checking your system parts Installation Commisioning Maintenance Diagnostics Practical examples Duration 0.5 day 1300-1700
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To register send a mail to Support@skipper.no with the name of the participant and which course they wish to participate in.

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<p>USA – Ft. Lauderdale</p>	<p>Host : L3-G.A. International</p> <p>Course centre: L3 Marine Services 3005 SW 3rd Avenue Ft. Lauderdale FL 33315 Ph: + 1 305 371 7039 Contact: Jack Albert jalbert@gaiec.com</p> <p>Meet at L3 Marine Services 27-May 2009 09:00</p>	<p>Links – Hotels</p> <p>www.hamptoninnftlauderdale.com www.hamptoninn.com www.hieftlauderdale.com</p> 	<p>A. L 3 Marine Services 3005 SW 3rd Ave, Fort Lauderdale, FL, United States - (954) 524-9107 - 0.1 mi E</p> 
<p>Norway – Oslo</p>	<p>SKIPPER Electronics AS. EnebakkVn 150 0633 Manglerud Oslo, Norway Contact: Kari Johansen Phone +47 23302270 Meet at Skipper Electronics 8 June 2009 09:00</p>	<p>Hotels – (book early, Nor-shipping fills the whole city.) Booking : www.hotels.com Hotel list: See attached.</p>	