

INTRODUCTION
SAILOR® Fleet77 and SAILOR® Fleet33



SALES INTRODUCTION	1
1. Introduction.....	3
2. Why SAILOR® Fleet77 and SAILOR® Fleet33	3
3. Market Segments	4
3.1 SAILOR® Fleet 77.....	4
3.2 SAILOR® Fleet 33.....	4
4. Availability	4
4.1 Last Time Buy SAILOR® Fleet+	4
5. Quantity Discount	5
6. Standard Delivery and Accessories	5
7. New Enhanced Features and Functionality	6
8. Interfaces.....	6
9. Certificates and Approvals	8
10. Service and Spare part Obligations.....	8
10.1 OSC service on SAILOR Fleet and SAILOR Fleet+.....	8
10.2 Extended Warranty	8
11. Technical Training	9

1. Introduction

Thrane & Thrane has the pleasure to inform you that the production and marketing of SAILOR Fleet77 and SAILOR Fleet33 will continue. This means that also in the future you will be able to order the products and services of these two communications terminals and continuously get the advantages of proven reliability in the SAILOR Fleet-series.



In return, the SAILOR Fleet+ products will be phased out except for the service part, which will, naturally, continue unchanged through our global on board service centers.

This is due to the fact that the manufacturing in Norway has been closed and all activities are now gathered in Denmark. A step, which has been taken to ensure our customers future development and distribution of the well-known Thrane & Thrane standard.

2. Why SAILOR® Fleet77 and SAILOR® Fleet33

Although the new Inmarsat FleetBroadband terminals represents a major technology shift for satellite communication, traditional Inmarsat Fleet terminals are far from obsolete.

The SAILOR Fleet77 and SAILOR Fleet33 are both recognized by maritime professionals for their high degree of proven reliability, ease of use and 'plug and play' installation and integration.

There are several reasons as to why these products have become so highly regarded in all areas of the marine industry, from commercial and offshore vessels right through to private yachts and ocean racers such as the Volvo Ocean Race fleet, including:

- Proven reliability
- GMDSS approved (SAILOR Fleet77 only) *
- Global telephony
- Internet, e-mail and fax
- Worldwide coverage, incl. Pacific Ocean Region
- ISDN integration to office and on board systems
- Support legacy equipment
- Voice distress (SAILOR Fleet77 only)

Satcoms at sea is in a state of change but demand for SAILOR Fleet products is still very strong. We are confident that these changes to our Fleet portfolio will ensure the continued strength of SAILOR Fleet in all of its market sectors.

* GMDSS = global voice distress. Not MED Whellmark approved. Still awaiting action by IMO.

3. Market Segments

The proven SAILOR Fleet77 and SAILOR Fleet33 will continue to target traditional maritime segments.

3.1 SAILOR® Fleet 77

Who should consider installing a SAILOR Fleet77 terminal? Typically, large commercial vessels, both ocean-going and coastal area ships, would benefit immensely from communication options that have otherwise been possible only on land. On board these ships the SAILOR Fleet77 will be capable of acting as the central communication hub. But even large yachts and sailing boats may carry one or more SAILOR Fleet77 terminals and offer passengers and crew alike all the benefits of modern voice and data communications.

The SAILOR Fleet77 has shown to be ideal for the following market segments:

- Commercial vessels
- Cargo
- Tanker
- Bulk carriers
- Ferries
- Cruise liners
- Offshore supply vessels
- Yachts >70"/21m
- Large Fishing vessels
- Navy and Defence vessels
- Coast guard vessels

3.2 SAILOR® Fleet 33

One reason to choose the SAILOR Fleet33, of course, is price. For the cost-conscious, the SAILOR Fleet33 is first choice. Another reason is size. The SAILOR Fleet33 is extremely compact for such a powerful communication solution. And it weighs correspondingly little.

For yachts or medium-sized sailing boats, there is every reason to choose the SAILOR Fleet33, which will fit their need for satellite communications. For fishing vessels the SAILOR Fleet33 offers crew calling, SMS, fax, e-mail and internet. Another possibility might be to use a SAILOR Fleet33 terminal as a secondary system on SOLAS vessels.

The SAILOR Fleet33 mainly target the following group of customers:

- Yachts >40"/21m
- Fishing vessels
- Tugs
- Workboats

4. Availability

Both versions of the SAILOR Fleet are available for order from May 28th 2008. Shipment will begin August 1st 2008.

4.1 Last Time Buy SAILOR® Fleet+

- **Last Time Buy** for the SAILOR Fleet+ Family will be October 1st 2008
- **Last Time Delivery** for the SAILOR Fleet+ Family will be December 31st 2008 *

* Orders in backlog after December 31st 2008 will be converted to SAILOR Fleet77 and SAILOR Fleet33 respectively. Confirmed New Build orders registered before October 1st will be delivered accordingly to schedule.

5. Quantity Discount

There is set no minimum order or delivery quantity. However; the customer will get quantity discount when ordering 5 or more units. Please see below for quantity discount details.

Quantity	Discount
1 – 4	0.0%
5 – 9	2.5%
10 – up	5.0%

You have the option to order any combination of terminals (combined SAILOR Fleet77/33) to obtain the above mentioned discount.

Newbuild Discount SAILOR Fleet 77:

10% discount will apply when purchased as part of a newbuild package.

Please note the discount will only be granted when providing both Hull No. and name of ship owner (or ship yard) at the time of placing the order.

Both Quantity and Newbuild Discount will apply to the same order – i.e. 10 newbuilds = 15% on the Fleet terminal.

Newbuild Discount SAILOR Fleet33:

5% discount will apply when purchased as part of a newbuild package.

Please note the discount will only be granted when providing both Hull No. and name of ship owner (or ship yard) at the time of placing the order.

Both Quantity and Newbuild discount will apply to the same order.

6. Standard Delivery and Accessories

Product	SAILOR® Fleet 77	SAILOR® Fleet 33
Basic System		
Antenna Unit	✓	✓
Below Deck Unit	✓	✓
Control Handset	✓	✓
Cradle incl. 10m cable	—	✓
Distress Cradle incl. 10m cable	✓	—
User/Installation Manual	✓	✓
AC/DC Power Supply	✓	Additional
Coaxial cable (25m)	✓	Additional
128 kbps ISDN option	✓	—
STU III option	Optional	Optional

Part Number	Version
403084A-00500	SAILOR Fleet77
403088A-00500	SAILOR Fleet33

7. New Enhanced Features and Functionality

In addition to the below mentioned features and functionalities the SAILOR Fleet77 and SAILOR Fleet33 now also offers:

- External ringer
- NMEA I/O activated
- Watchdog
- Extended cable support kit

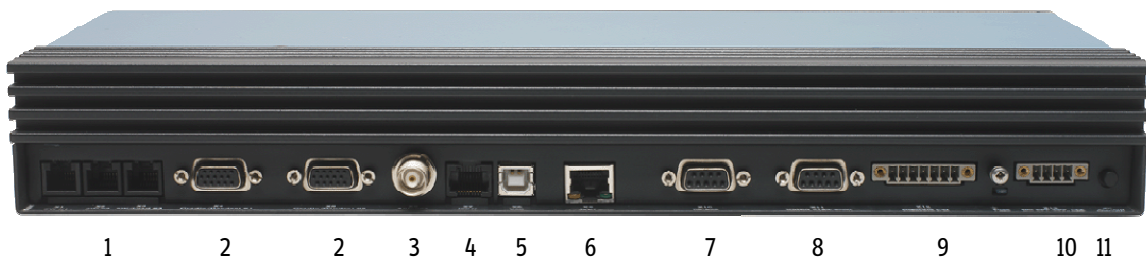
Product	SAILOR® Fleet 77	SAILOR® Fleet 33
Global/Spot beam data coverage	• / •	— / •
Global voice coverage	•	•
High quality voice (ISDN)	•	—
ISDN 128 kbps/64 kbps	• / •	— / —
MPDS up to 64 kbps	•	• (64 up/28 down)
Fax	•	•
Global Voice Distress (GMDSS)	•	—
Size – antenna	880xØ845 mm 34.6xØ33.3” 27 kg/59.5 lbs.	356xØ350 mm 14xØ13,8” 4,5 kg/9.9 lbs.
Size – transceiver	54x377x164 mm 2.1x14.8x6.5” 2,6 kg/5.7 lbs.	53x377x153 mm 2.1x14.8x6.0” 2,6 kg/4.2 lbs

8. Interfaces

The SAILOR Fleet family offers a wide range of interfaces that will suit the everyday needs within the maritime environment.

SAILOR Fleet77:

1. 3 x RJ-11 - analogue interfaces
2. 2 x 4 wire distress handset cradle interfaces
3. TNC antenna connector
4. EURO ISDN interface
5. USB interface (not activated)
6. Ethernet LAN Interface
7. RS-232 interface (Fleet CP, MPDS & Modem)
8. RS-232 NMEA 0183
9. Distrete I/O Port (Transmit Off enabled)
10. Power input 22-32VDC
11. On/Off button



Note! 1, 4 and 8 can be terminated on extended cable support kit.

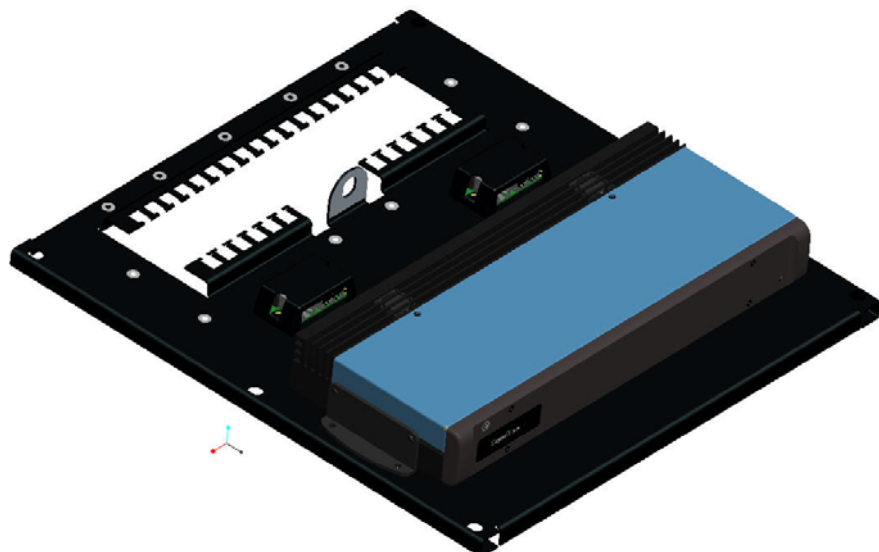
SAILOR Fleet33:

1. 2 x RJ-11 for 2-wire telephone/fax
2. 4-wire handset
3. TNC antenna connector
4. RJ-45 Ethernet LAN port
5. RS-232 port
6. Discrete I/O port
7. Power input 24 V DC (12V DC via inverter)
8. On/Off button



Note! 1 and 4 can be terminated on extended cable support kit.

SAILOR Fleet Extended Cable Support Kit – Item number: 403084-940



9. Certificates and Approvals

For country specific certificates and approvals please go to:
<http://extranet.thrane.com/Approvals.aspx> where you will find a complete list.

10. Service and Spare part Obligations

Following the Last Time Buy notification on the SAILOR Fleet+ Family - including SAILOR 77 Fleet+, SAILOR 55 Fleet+ and SAILOR 33 Fleet+ - this product range will be supported as per below until December 31st 2014.

The SAILOR Fleet55 (TT-3086A) will still follow previous Last Time Buy announcement meaning that this product will be supported as per below until December 31st 2013. It is the intention of Thrane & Thrane to offer repair & support on all manufactured products for a minimum of 10 years from launch of the product. This means that customers should expect an average life time of a product of minimum 10 years.

At a certain point in time Thrane & Thrane will announce a Last Time Buy on a product followed by "Last Time Support and Spare Part availability". This means that it is possible to purchase a product at a late state in the product life cycle and then experience less than 10 years of support and spare part availability for that particular equipment. However, looking at the overall product portfolio, it will show an average support period of at least 10 years.

By support you can expect one of the following solutions:

- Thrane & Thrane will deliver fully compatible spare parts
- Thrane & Thrane will deliver spare parts, which may require modifications/changes of the manufactured goods making repair of the item possible
- If Thrane & Thrane is not in a position to deliver spare parts as one of the two above mentioned solutions, a repair at Thrane & Thrane of the defective manufactured goods or spare part may be offered
- If Thrane & Thrane is not in a position to deliver one of the three above mentioned solutions, an alternative solution will be offered meaning that the manufactured goods will be replaced with another type of Thrane & Thrane equipment

10.1 OSC service on SAILOR Fleet and SAILOR Fleet+

It is the intention of Thrane & Thrane to keep our strong support to our OSCs in order to keep the OSC commitment on the SAILOR Fleet+ Family as long as possible. All On Board Service Centers do carry Fleet+ spares on stock as per the OSC obligation, meaning that the OSCs will be able to offer service on this product range throughout the support period.

To find On Board Service Centers please follow this link:
<http://www.thrane.com/sitecore/content/www,-d-,thrane,-d-,com/Maritime/Service/On%20Board%20Service%20Centers.aspx>



10.2 Extended Warranty

In order to support your business, and prove the Thrane & Thrane commitment to this Last Time Buy, extended warranty orders on the SAILOR Fleet+ range will be offered. Extended warranty can be purchased together with the new product or any time within the first 12 months after shipment from Thrane & Thrane, however only until Last Time Buy on December 31st 2008. This means that Thrane & Thrane will not accept any extended warranty orders on SAILOR Fleet+ after Last Time Buy.

Warranty start date for extended warranty will as default be dated of shipment/invoice from Thrane & Thrane, but can be date of sale/installation/commissioning to end-user if properly documented. However, no later than 12 months after date of shipment from Thrane & Thrane, and no later than the Last Time Buy or the Last Time Delivery date.

Extended Warranty pricing (MSRP prices – i.e. same discount as for the SAILOR Fleet/Fleet+ products applies):

Item Number	Description	Price (EUR)
SAILOR Fleet77/SAILOR 77 Fleet+ :		
660077-006	30-month warranty (6 months extension)	1,000
660077-012	3-year warranty (12 months extension)	1,500
660077-024	4-year warranty (24 months extension)	2,650
660077-036	5-year warranty (36 months extension)	3,750
SAILOR Fleet55/SAILOR 55 Fleet+/SAILOR 500 FleetBroadband		
660500-006	30-month warranty (6 months extension)	1,000
660500-012	3-year warranty (12 months extension)	1,500
660500-024	4-year warranty (24 months extension)	2,650
660500-036	5-year warranty (36 months extension)	3,750
SAILOR Fleet33/SAILOR 33 Fleet+/SAILOR 250 FleetBroadband		
660250-006	30-month warranty (6 months extension)	540
660250-012	3-year warranty (12 months extension)	835
660250-024	4-year warranty (24 months extension)	1,500
660250-036	5-year warranty (36 months extension)	2,085

11. Technical Training

Please be advised that the technical training for partners of the SAILOR Fleet+ Family will end December 31st 2008. Until then the following training courses will be offered:

Date	Location	Deadline	Status
June 2 nd through 6 th 2008	Virginia Beach, USA	-	<i>Fully booked</i>
August 25 th through 29 th 2008	Aalborg, Denmark	June 30 th	Still available
October 6 th through 10 th 2008	Singapore	September 5 th	Still available
November 17 th through 21 st 2008	Aalborg, Denmark	October 17 th	Still Available

Since the SAILOR Fleet+ training will be discontinued, we strongly recommend all partner ensure they have received sufficient training of these products. For further information and enrolment, please visit the Training area on the extranet: <http://extranet.thrane.com/Support/Training.aspx>.

For the SAILOR Fleet77 and SAILOR Fleet33 the following training classes are scheduled throughout 2008:

Date	Location	Deadline	Status
June 23 rd through 27 th 2008	Aalborg, Denmark	<i>Passed</i>	-
September 22 nd through 26 th 2008	Aalborg, Denmark	August 24 th	Still available
November 3 rd through 7 th 2008	Singapore	October 4 th	Still available
November 17 th through 21 st 2008	Aalborg, Denmark	October 18 th	Still Available