

The **S**OUNDER



Welcome

The **Sounder** is Airmar's bi-monthly newsletter that presents our newest innovative products, offers hands-on installation tips, explains our quality features, and acquaints OEMs, installers and the press with our company's resources.

September/October 2007 Features

- New WeatherStation™ Instrument firmware and software
- New engineers at Airmar
- Tradeshow schedule
- R199 in-hull transducer changes

If you know someone who would like to receive this informative newsletter, or if you would like to unsubscribe, please email mreedenaer@airmar.com.

Updated WeatherStation™ Instrument Firmware and Software

The WeatherStation™ Instrument and the WeatherCaster™ PC software has some exciting product enhancements! We recommend that all existing PB100 WeatherStation Instruments be upgraded to include these important features.

Product Enhancements

PB100 Firmware version 2.002 / 2.002

- Corrects for high or erratic wind readings in adverse conditions (Heavy water spray, rain, or water on the blue plate)
- If connected to a Furuno RD-30, the default NMEA 0183 sentences have been modified to the following:
GGA, MDA, MWV(R), VTG, ZDA, PFEC.
- For calculating true wind speed, there is now an option to input the HDT sentence from an external heading sensor or rate gyro.

WeatherCaster™ Software version 2.017

- Modified default NMEA 0183 sentences. (GGA, GSV, HDG, MDA, MWV(R), RMC, VWT, XDR(A), XDR(B), ZDA, PFEC)
- Apparent Wind and Compass gauges have been modified to always show the apparent wind angle relative to the bow.
- New Combiner COMM port drivers for easy updating of PB100 firmware.
- Modified NMEA 0183 enable/disable functions for foreign language PCs.

Instructions for updating Software and Firmware

WeatherCaster™ version 2.017 can be down loaded at www.airmar.com.. This software includes the latest firmware version 2.002 / 2.002 for the PB100 WeatherStation™ Instrument. To access and flash update the PB100, first download the WeatherCaster™ PC software and then install and run this software with the PB100 WeatherStation connected to the PC. To flash update the WeatherStation, go to the "Advanced Setup Menu" and select the "Update Flash" tab. Press the "Select File" button and highlight the file labeled "PB100_a1_2002_a2_2002.ax". Press the "Open" button. Wait several seconds as the software prepares to update flash the PB100. Press the "Program" button when it becomes available.

Please contact Airmar at 603 673 9570 or email sales@airmar.com if you have any further questions.



Airmar Adds Two Top-Level Engineers

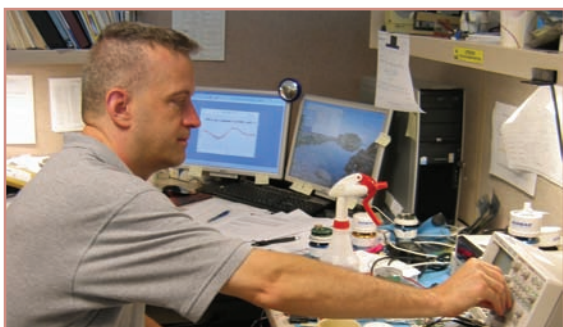
Dr. Kenneth D. Rolt and Shoko Yoshikawa Bring Years of Experience and Strong Scientific Background.

Recently joining Airmar's Product Development Department were Dr. Kenneth D. Rolt and Shoko Yoshikawa, both of whom come to their new positions with a wealth of technical business experience and extensive scientific education. "We're extremely fortunate to have added two such successful and brilliant people to our product development team," said Stephen Boucher, CEO and co-founder of Airmar. "Growth in the marine electronics business depends on new product innovation and staying ahead of the technology curve. Ken and Shoko have both demonstrated a track record of success over the years, and they are already making important contributions to our business. Together, they will play a very important role in helping Airmar reach its future goals," Boucher added.

Rolt, who holds both a Ph. D. in Acoustics and a Masters in Ocean Engineering both from MIT, spent the previous seven years on the technical staff at MIT Lincoln Laboratory, where he worked on (among many advanced programs) passive sonar pattern classification and automation for towed and hull arrays. Prior to this, Rolt's distinguished career included serving as Senior Principal Engineer at Sonotech Corporation of Bedford, New Hampshire and Principal Systems Engineer at Lockheed Sanders, based in Manchester, New Hampshire.

Shoko Yoshikawa's background is material science specializing in piezoelectric and related electronics materials. Prior to joining Airmar, she was Director of Business Development for XINETICS, a Devens, Massachusetts-based high-tech firm where she oversaw research and development projects related to deformable mirror technology. Her work experience also includes serving as a Senior Scientist and Business Development Manager at Active Control eXperts (ACX, acquired by Cymer).

Yoshikawa also worked as a research scientist for over 10 years at Pennsylvania State University's Materials Research Laboratory in the area of piezoelectric ceramics and their composite sensor and actuator devices. Her educational background includes a Bachelor's degree in Industrial Chemistry from Chubu University in Aichi, Japan and a Masters in Chemistry from Ohio University.



Airmar Tradeshow Schedule

It is trade show season again and Airmar will be exhibiting at the following shows. Be sure to stop by to check out our new products for 2007 and 2008. **Gemeco Marine Accessories**, our distributor will be exhibiting along side Airmar at the IBEX Show, booth number 662.

October 2-4, 2007

Oceans 2007 Vancouver, Booth 1022
Vancouver Convention & Expo Center, Vancouver, Canada
<http://www.oceans07mtsieevancouver.org/>

October 10-12, 2007

IBEX (International Boat Builders Exposition) Booth #664,
GEMECO booth #662
Miami Beach Convention Center, Miami, FL
www.ibexshow.com

October 17-20, 2007

NMEA Convention (National Marine Electronics Association)
Booth # 601 Amelia Island Plantation & Resort, Amelia Island,
Florida www.nmea.org

November 13-15, 2007

METS (Marine Equipment Trade Show) Booth # 01.305 Europa
Hall #1, RAI Center, Amsterdam, Netherlands
www.mets.nl

November 15-17, 2007

Pacific Marine Expo Booth # 1230 Washington State Convention
Center, Seattle, WA
www.pacificmarineexpo.com

February 14-18, 2008—Airmar representatives will be attending the show, but we will not be exhibiting.

Miami International Boat Show, Miami Beach Convention Center,
Miami Beach, FL
www.miamiboatshow.com

New, R199, In-Hull, Tank Design

Effective September 2007, the R199, 2 kW, in-hull transducer will be shipped with a re-designed mounting tank and plate.

Details

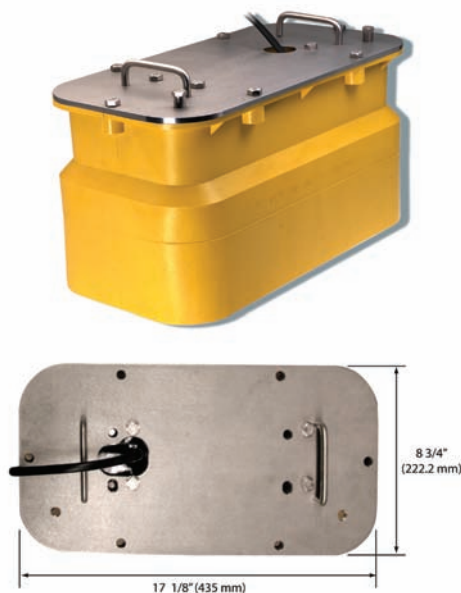
- This change affects the R199 mounting plate and tank only.
- Flat 90° tank bottom is easily cut for bow-stern or port-starboard mounting (see photos below).
- New bolt pattern on mounting plate (see photos below).
- Same tank can now hold the R199, R299, and R399 in-hull transducers.
- R199 transducer body has not been changed.
- New tank and plate dimensions are included on the next page.

NOTE: New and old tanks and plates are NOT interchangeable.

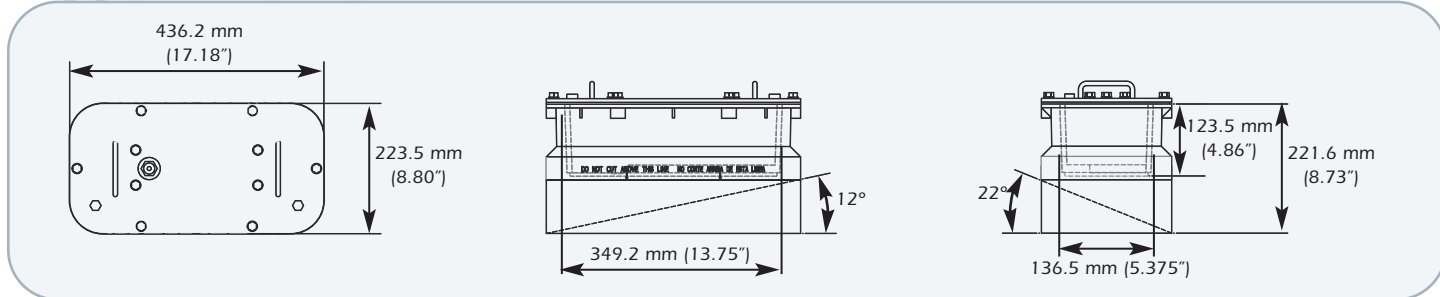
Original R199 Tank and Plate



New R199 Tank and Plate



R199 Dimensions



To fill the new tank, we recommend using non-toxic propylene glycol (RV anti-freeze).

To mount the tank to the hull, we recommend using fiberglass resin, Marine Tex® or Fusor® 100EZ / T10.

Please contact AIRMAR at 603.673.9570 or email sales@airmar.com if you have any questions.