

## PRESS RELEASE

*SAILOR 6000 GMDSS SERIES / SMM 2010, 7<sup>th</sup> - 10<sup>th</sup> Sept, Hall B6, Stand 333*

### **NEXT GENERATION SAILOR MINI-C FIRST TO PROVIDE TOUCH-SCREEN GMDSS FUNCTIONALITY AND NMEA 2000 CABLING**

The all new SAILOR 6110 mini-C introduces next generation advances in GMDSS operation and installation. Designed from the ground up as an integral part of the new SAILOR 6000 GMDSS Series, the SAILOR 6110 mini-C features innovative cabling design and integration with the new SAILOR 6006 GMDSS Message Terminal, which offers a wealth of touch-screen functionality for safe, efficient operation of a vessel's GMDSS, SSAS and LRIT procedures.

A key feature of the SAILOR 6110 mini-C is the introduction of CAN-BUS (NMEA 2000) cabling, which is a major departure from the proprietary cables used in the previous generation SAILOR mini-C. It reduces installation and maintenance time and costs, by offering greater flexibility and making it easier to procure cables and connectors, to optimise routing. This is not the only cable innovation in the SAILOR 6110 GMDSS system however; sub-systems, such as alarm panels are now connected using RJ45 cables via a switch, making expanding the system easier and less costly.

The SAILOR 6110 mini-C is a genuine next generation GMDSS product, offering the only true triple functionality – GMDSS, SSAS and LRIT – Inmarsat C suite to enhance operation. It features the unique new ThraneLINK network solution, which enables all products in the SAILOR 6000 GMDSS Series to communicate with each other.

ThraneLINK is a sophisticated, uniform communication protocol that connects all the SAILOR products in a network, offering important new opportunities to all vessels. It enables a service technician to access all the SAILOR products from a single point for fast diagnostics and easy upload of new software. This results in optimized maintenance and lower cost of ownership because less time is needed for trouble shooting and general service. Additionally, the sophisticated ThraneLINK protocol automatically identifies new products in the system, making installation easier. The uniform protocol is an open standard that provide a future proof solution for all vessels.

Operation of the SAILOR 6110 mini-C is performed via the new SAILOR 6006 Message Terminal, which stands out as the world's first touch screen, Wheelmarked terminal to hit the market. It is the first comparable GMDSS terminal to offer a multimedia style interface, making accessing its functionality very straightforward which in turn ensures the safe operation of the vessel's IMO safety and tracking systems.

The new SAILOR 6110 mini-C also features a brand new transceiver, designated SAILOR 3027, which improves on the already de facto industry standard SAILOR 3026 mini-C platform. The transceiver housing has been re-designed from the ground up to avoid condensation issues. The improvement in the physical design of the transceiver is in line with the SAILOR commitment to ensuring high reliability and durability even in the tough maritime environment.

“With this new system the SAILOR brand will continue to be at the forefront of the GMDSS market, both technically and in terms of value for money,” comments Casper Jensen, VP Maritime Business Unit, Thrane & Thrane. “We have enhanced the platform in every way possible. The new cabling strategy provides substantial installation benefits whilst the all new transceiver design strengthens SAILOR’s already recognised high reliability. For the end user, GMDSS operation is set to improve dramatically as the new touch-screen operation of the SAILOR 6006 Message Terminal makes using GMDSS, SSAS and LRIT more efficient, which supports the safe sailing of any vessel equipped with the all new SAILOR 6110 mini-C and SAILOR 6000 GMDSS Series.”

Visit Thrane & Thrane in hall B6, stand 333 at SMM 2010 to find out more about the SAILOR 6110 mini-C, the new SAILOR 6000 GMDSS Series and the innovative new ThraneLINK networking solution.

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**About Thrane & Thrane**

*Thrane & Thrane is the world’s leading manufacturer of equipment and systems for global mobile radio and satellite communication. Since its incorporation in 1981, the company has established a strong position within global mobile communication solutions based on the Inmarsat system and today, Thrane & Thrane provides equipment for use on land, at sea and in the air. The company’s communication products are sold throughout the world under the brands Thrane & Thrane, EXPLORER® SAILOR® and AVIATOR through distributors and partners. Thrane & Thrane is listed on NASDAQ OMX Copenhagen (symbol: THRAN). [www.thrane.com](http://www.thrane.com).*



**SAILOR 6110 mini-C**



**SAILOR 6006 Message Terminal**

*This press release and images can also be downloaded from the Saltwater online press office at [www.saltwaterpr.com](http://www.saltwaterpr.com)*