

nke

MARINE ELECTRONICS

Information to distributors

nke letter of the month

May 2004

A new Distributor

We inform you that we have a new expert **nke**: OCEAN 40. Located in North Germany, it proposes a turnkey offer for the competition. Besides, it takes part in the AG2R Transat.

nke Pack

We are developing new tools to assist your business. We have designed several packs. They are composed of the most adapted **nke** products for optimum results. The standard packs are enclosed.

Some dedicated packs will be soon downloadable on our website. They concerned the Dufour40, the A40 and the Beneteau.

Paul FRAISSE

Spi Ouest-France 2004

The performances of the **nke** products have been more than proved during this Spi Ouest France.

nke results:

IRC1: Our partner MARINE COMPOSITE finished at the 1st place.

IRC2: To our knowledge, the first six boats were equipped by **nke**.

IRC3: The JPK equipped **nke** have domi-

nated this class and are all in the first five boats.

IRC4: 2nd and 3d place for the J109 PEN AZEN and ORJ equipped **nke**.

IRC5: The X43 of our partner didn't succeed to win against the unreachable Grand Soleil 45 and finished 2nd. Its Danish crew much appreciated the **nke** equipment displaying in their own language.

Monotype: FIGARO I: Congratulation to our expert **nke** Philippe MACHEFAUX who won the Spi in FIGARO I.

Class 8: Cheer for the crew DART-EM ALARME DELERUE, **nke** partner, who finished 7th in class 8.

Grand Surprise: Hats off to our **nke** partner POLYPAT VENDEE who won the Spi and to the crew of IDEACTOR managed by our UK trainee Claire Leroy who finished 3d.

J105: A great 3d place for the J105 J'ADORE of M.Blanchard who does us the great honour to be equipped by **nke**.

J80: And, last but not least, a 2nd place for the J80 CHEYENNE LUBRICK.

Pierre Emmanuel PAVAGEAU.

Who buys nke?

Till January 2004

Pack Pilot: 1 76', 2 31.7, 1 Dufour 40, 2 Dufour 34, 1 Open 60, 1 Open 50, 1 X43, 1 J109, 1 J105, 1 OVNI 385, 1 OVNI 435, 1 ovni 39, 2 A40, 1 Cigale 14.

Sailing Instruments: 1 Dufour 334 trophy, 5 Figaro, 2 31.7, 1 A40, 2 Dufour 40, 1 Open 60, 1 J109, 1 J105, 1 OVNI 385, 1 OVNI 435, 4 Mini, 2 Dufour 34; 1 Grand Surprise, 1 Daydream 300, 5 27.7, 1 Pogo 8,50, 4 multicoques suisse 35'.

In order to update this list, we would like you to specify on your order the type of boat you equipped. This shared information will be a good marketing tool.



Partners

Sill: The new SILL has been launched this week, a great day for all the crew. With this new boat, the team hopes to win "The Transat" and plans to participate to the VENDEE GLOBE.

Solune: This 60 feet dedicated to offshore races is in the starting-blocks at Brest for its Round Britain and Ireland Record Test. Its departure will be given at the best meteo occurrence. **nke** is proud to equip this French yacht which will compete in the most prestigious international races: Fastnet, Sydney-Hobart and Admiral's cup.

AG2R: 5 days before the departure of the race, we check-up all the Figaro of your customers.

Too easy for **nke** to win the AG2R!!! we have complicated the game by supporting our 4 years old partner ARMEL LE CLEACH.

God Speed to Armel and his competitors.

The Atlantique-Télégramme: **nke** has just signed a new agreement with a

Races

race which is part of the Atlantic Challenge: THE ATLANTIC TELEGRAMME. This regatta will take place from the 17th to the 19th September 2004 from LORIENT. **nke** becomes the 2nd partner with the "Banque Populaire".

The Transat: As for the AG2R, the **nke** team will be present for the departure of the "Transat" at Plymouth. We will take care of the technical assistance 5 days before.

Marion LE TOUZIC

