

THE AUTUMN EXHIBITIONS

La Rochelle The Grand Pavois exhibition

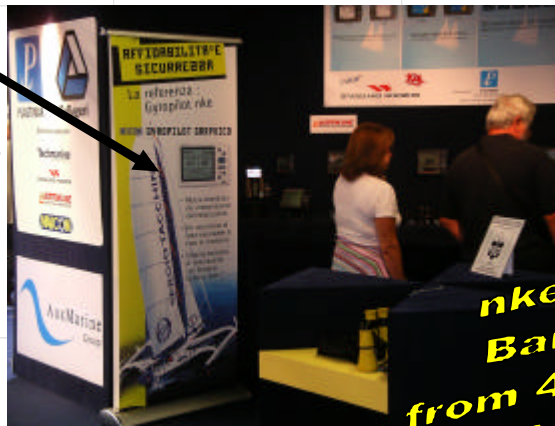
nke équips the class 40 first boat.

The first class 40 boat is Jumbo 40 which was displayed for the first time at the Grand Pavois exhibition at LA ROCHELLE. Besides this Open 40, other boats were equipped with **nke** : Mistral 6.50, Pogo 2 and 8.50, RM 12m50 (winner of the Village bois competition for his innovation in construction), Opium 39, J 109, J120, X46, First 27.7 We would like to thank all the boats which chose nke for this exhibition.

Genes exhibition

nke communicates...

nke was present with Aux Marines—Plastimar -in Italia for the Genes exhibition. The new communication means of nke, an advert that is constantly in movement, was displayed on spot. Besides this advert that will be displayed at each international exhibition, a mast showing all the nke equipment will also be installed on the stand.



Cannes

Boating international festival

With Nautitech 40, RM 12.50 and the Archambault line being equipped with our brand, nke was very far from being left out. Those boats did very well against motorboarding giants.

Milles Sabords discounts

During the Crouesty exhibition, Electronique du golfe will offer a wide range of obsolete products at very low price. Obviously, those products belong to the topline very first range. Do not let your customers miss those opportunities...

*nke all over the world
Barcelona exhibition
from 4th to 14th november
Hall 2 stand A 111*

nke, active partner on the Vendee Globe

10 skippers have chosen nke to win the race



- Jean-Pierre DICK, France
- Sébastien JOSSE, France
- Roland JOURDAIN, France
- Hervé LAURENT, France
- Jean LE CAM, France
- Joe SEETEN, France
- Marc THIERCELIN, France
- **Alex THOMSON, Angleterre**
- **Dominique WAVRE, Suisse**
- Vincent RIOU, France



nke team is on spot from 2nd to 5th November to offer its help and services.

Training for French experts

French distributors have the possibility to attend a training in November. Philippe Roussel will take this training in charge.

The dates of this training will be:

Experts on the Atlantic coast : Tuesday 9th November at LORIENT

Experts on the Mediterranean coast : Wednesday 24th November for new experts and Thursday 25th November for former experts.

Hello!

I am very pleased to let you know that, since 24th September, I have been standing in for Cecile Guidoux who is your usual contact in the company.

I hope I will have the pleasure to speak with you on the phone or meet you at Paris during the exhibition.

See you later,

Charlène GOALABRE

nke

MARINE ELECTRONICS

News nke

Autumn 2004

nke partners

Mumm 30

Deruelle and Paul together

For the 12th time that the Route des Îles is run, the duo Dimitri Deruelle-Maxime Paul associated to the Mumm 30 Défi partagé Marseille won the race for the second year in a row. The racing yachtmen, who comes from Marseilles, took this opportunity to show their talent on the 3 Olympic races which were sailed that day. Moreover, the weather conditions were excellent.



Our partner, the Solune 60' elected boat of the year by the RORC

The 60 feet long Solune of the French Jean-Philippe Chomette has been elected **yacht of the year** by the **Royal Ocean Racing Club**.

Mini challenge

The mini challenge came to an end on Sunday 3rd October in Haliguen harbour. So let's start your winter working and see you at the Paris exhibition to speak about the next challenge in 2005.

User advice

When the winter is here, do not forget to protect your windspeed sensor!

The plug for windspeed sensor is the best way to protect your sensor during the winter and avoid the seizing up of the bearings, the invasion of flying insects or the lost of the vane.

Do not forget to use plugs to protect other sensors located below the hull especially if your boat remains afloat. This will protect your sensors against seaweed and limpets during a winter sailing.

We would like to thank you for your interest in this newsletter and we would be very pleased to have your feelings concerning these news.

Nke tips and tricks

Team working enables us to find solutions meeting customers' need and in the meanwhile making life easier for the experts who install the equipment on board.

That is why we would like to collect as many information as possible regarding your equipment and share experiences with each of you.

After a study on the JPK 9.60, an astucious drive unit system which can be installed in the locker has been designed for people doing regattas and sailing with a crew.

Besides this, the after sale team has created a report for the 27.7 and the Dufour 40. These reports will enable you to realise your future installation.



Play with us! Send your photos!

To win a security pack, do not hesitate to send your photos showing you and nke products in action.

We would like to take part in your adventures, races and cruises

and, for this reason, we would be very pleased to collect many photos. Moreover, this would enable us to include your customers in our communication policy.

Please send your photos per mail to this address: **nke** - Rue Gutenberg - ZI de Kerandré - 56700 Hennebont - France or per e-mail: nke@micrel.fr.

We will display the best photos at Paris for the exhibition on our stand: **hall 2.1 stand C48**. On **Saturday 11th december**, we will draw for the winning photo.



A new retailer in Switzerland

Tech yachting is specializing in the sale of material for competition and in the meanwhile continues to offer service and information to its customers located on the Lemman lake in Genova.

Tech yachting SA

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www.techyachting.com