

4front

Sonavision's Newsletter

Distributor Training Course Big Success!

The 1st distributor training course for RoxAnn *GD* in the commercial fishing industry was held last week at our Aberdeen premises.

Distributors from the UK, Germany, Denmark and Iceland came across and a total of 9 attendees spent 2 days with us.



*1st RoxAnn *GD* graduates!*

The aim was to familiarise them with the system technically and learn how to sell it - *although they've already sussed out that RoxAnn sells itself based on it's history, technical superiority to the competition and manufacturer support!*

Michiel Tilitzki and Bernd Engel (HE EISSING Kg, Hamburg) said that they'd been disappointed with other seabed discrimination systems on the market.

Not by RoxAnn *GD* though!

They've had great interest in the system from local mussel fishermen.

In Denmark there's already a RoxAnn *GD* system onboard the FV MIKKEL LOUISE, fitted by Sea Master, Esbjerg and Soren Mogenson is finalising sales with other skippers in his area.

Steven Wood, Bob Morrison, Justin Smithies and Graham Greig (*all from Woodsons of Aberdeen*) have been getting very positive feedback already from Iain Morgan, skipper of the FV Morning Dawn based out of Peterhead, Scotland.

A long term RoxAnn user, Iain upgraded to RoxAnn *GD* in November - *his seabed maps must be priceless to him!*

Across in Iceland, Ogmundur Fridriksson and Bjarni Valsson, of Fridrik A Jonsson, Reykjavik, believe the potential for RoxAnn *GD* in Iceland is great and will soon be announcing their first sales too!

We'll keep you posted on these and all our other distributors worldwide.

That should keep our production department busy for a bit!

leading the way

Distributor Spotlight On the Crest of a Wave!

Silvercrest Submarines are the UK's premiere submarine and ROV sales company and we are delighted to announce they are now distributor for our sonars and SubCom systems in the UK.

Their operations include a mix of scientific research, underwater leisure, commercial activities and subsea filming.

These have taken them all over the world, one of which was for the ultimate monster hunt in "The Loch Ness Submarine", Scotland!



Alan Whitfield commented: "*We're greatly looking forward to working with Sonavision.*"

He added: "*We also hope to persuade some of the Sonavision staff to take a trip in one of our subs!*"

Maybe the next Sonavision team building trip should be to find Nessie!

For more information contact:
alan@silvercrestsubmarines.com

More...

RoxAnn GD to NZ

The Centre for Marine Environmental & Economic Research - CMEER for short(!) has just taken delivery of a RoxAnn GD System.

Part of the Victoria University of Wellington, New Zealand, CMEER conduct research in aquaculture, fisheries, environmental impact, coastal protection, biodiversity and conservation.



Lobster at Hahei

Dr Jonathan Gardner, Director remarked: "A lot of our work focuses on ecological community description".

It is envisaged that RoxAnn GD will play a pivotal role in future habitat mapping projects.

Sonars in US Going from Strength to Strength!

After selecting our sonars because of their superb performance capabilities especially at long range, Alternative Positioning Solutions, Lafayette, LA have been supplying them to survey and construction companies in the Gulf of Mexico.

With 50+ years experience of navigation and sonar needs of the oil & gas industry, APS were the natural choice to provide technical support for all of our sonar range.

For sonar servicing in the US, please contact John D. Silveti on:

Tel: 337 237 1235

Email: j.silveti@jdsilveti.com

We Went To...

Seattle was the latest destination our fearless globetrotter, Alasdair Murrie in his quest to sign up all the new distributors.

This time it was the turn of T&T Distributing, Inc., Seattle, WA, a division of Lunde Marine Inc.

Run by Tor Tollenson and Thomas Varne, many of their customers operate in the Alaskan crabbing and scallop fleets - industries that really need to know what the seabed is like!



Darren of Lunde with RoxAnn GD

Already there are long-term users of the system in this area, such as Mark Kandianis, of Kodiak Fishing Company. He sings the praises of RoxAnn and loved the new GD!

Contact Tor and Thomas on:

Tel: (206) 819-3853

Email: thomasvarne@comcast.net

Meet Us Again At

UI'06

January 24-26

Tampa, Fl, USA

HYPACK'06

Jan 30 - Feb 2

Las Vegas, NV, USA

Just a Quick Reminder!

Our Hydrostatic Test Equipment (max 4500psi) is available for hire by the day or hour.

Although after reading the latest Subsea UK Report you could be forgiven for not knowing we actually have this equipment!

Maybe it's just a figment of our imagination?

Nope - we really do have it!

Look for yourselves....



To arrange your test, please contact:

service@sonavision.co.uk

We've Just Delivered

2 RoxAnn systems have just been shipped, one to OSIRIS and the second is headed for EMU Ltd. who plan to use theirs in the Southern North Sea for environmental surveys.

For more info on RoxAnn, please contact: **andy@sonavision.co.uk**.

Dealers Wanted

Interested in joining our growing international distributor network?

Contact Alasdair Murrie at:

alasdair@sonavision.co.uk