NEWS RELEASE

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RAYMARINE SELECTED AS EXCLUSIVE SUPPLIER TO IBBI

Discerning 21 Member Strong Boat Builders Cooperative Selects Raymarine Marine Electronics

Merrimack, NH – February 15th, 2011 – Raymarine, the world leaders in marine electronics is pleased to announce a new partnership with Independent Boat Builders Inc. (IBBI). Beginning March 1st Raymarine will be the exclusive marine electronics supplier to IBBI’s 21 member network of boat brands, enabling IBBI members direct access to Raymarine’s full line of marine electronics.

“We are proud to form a partnership with IBBI, and we are committed to delivering the Raymarine advantage of leading edge technology and integrated navigation systems to IBBI members,” said Larry Rencken Vice President of Sales for Raymarine. “IBBI members demand innovative, high-quality solutions, and Raymarine delivers with products like our E-Series Widescreen with HybridTouch and new T-Series line of thermal night vision cameras.”

A global OEM marine electronics supplier to major boat brands, this new partnership with IBBI demonstrates Raymarine’s ability to meet the stringent requirements of market segments from large cruisers to small fishing boats and everything in between. Raymarine is committed to supplying boat builders with marine electronics that are simple to install and products that offer new boat buyers the sophistication, and ease-of-use, they demand when purchasing a new boat.

“When selecting a marine electronics supplier IBBI uses the same criteria for selecting suppliers as it does for accepting members: a reputation for top quality and service, financial stability and integrity, and for industry leadership” said Tom Broy, President of IBBI. “Raymarine’s commitment to innovative and quality electronics along with their trusted OEM sales and support team made them a natural fit for IBBI members.”

A division of FLIR Commercial Systems, Raymarine is a leading supplier of marine electronics to OEM boat manufacturers worldwide. With a dedicated OEM sales team to support the unique needs of boat builders, Raymarine offers a complete suite of marine electronics that network together seamlessly, and integrate effortlessly into the helms of today’s modern boat designs.

About IBBI

About Raymarine
Raymarine, a world leader in marine electronics, develops and manufactures the most comprehensive range of electronic equipment for the recreational boating and light commercial marine markets. Designed for high performance and ease of use, the award-winning products are available through a global network of dealers and distributors. The Raymarine product lines include radar, autopilots, thermal night vision, GPS, instruments, fishfinders, communications, and integrated systems. Raymarine is a division of FLIR Systems, a world leader in thermal imaging. For more information about Raymarine in the USA call 1-603-881-5200 or visit www.raymarine.com.

About FLIR Systems:
Pioneers in all aspects of infrared technology, FLIR designs, manufactures, and supports thermal imaging systems and subsystems for industrial, scientific, government, commercial, and firefighting applications. With a nearly 50-year history of infrared innovation, +100,000 systems in use worldwide, and development centers and sales offices in over 60 countries, FLIR is the world leader in thermal imaging technology. Visit the company's website at www.FLIR.com.

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