NEWS RELEASE

NEW AIS PRODUCTS FROM RAYMARINE

Merrimack, NH – July 26th, 2011 – Raymarine, the world leaders in marine electronics is proud to announce the new AIS650 Class B AIS Transceiver, and the AIS350 AIS Receiver. Engineered for seamless integration with Raymarine multifunction navigation systems, the AIS650 and AIS350 bring a new level of situational awareness and safety to sailing, cruising and fishing boats.

Operating in the VHF maritime band, the Automatic Identification System (AIS) enables the wireless exchange of navigation status between vessels and shore-side traffic monitoring centers. When interfaced to a compatible chartplotter or radar display, boaters immediately benefit from being able to see the surrounding vessel traffic plotted and updated automatically.

AIS650 is a Class B transceiver unit, meaning it allows full participation in the AIS network by receiving data from other vessels as well as transmitting data about its own navigational status to other AIS-equipped vessels. This “see and be seen” capability significantly improves navigational safety by making the boat visible on the chart and radar displays of much larger vessels. It also presents the captain with a comprehensive picture of the AIS-equipped vessel traffic around him right on his own chart and radar screens.

AIS650 also has a user selectable “Silent Mode” which can be enabled right from the Raymarine MFD interface, or by connecting an optional toggle switch to the unit’s silent mode circuit control. Silent Mode allows the captain to temporarily suspend broadcast of identifying information on occasions where privacy or security are desired. AIS650’s built-in Secure Digital memory card reader can be used for recording AIS data for later analysis, or for configuring the system’s vessel identification static data. The AIS650 includes a 50-channel GPS receiver with built-in integrity management software, which ensures the GPS positions reported by the system are of the highest accuracy possible.

The AIS350 is a receive-only product designed for small boats wanting the increased situational awareness benefit of AIS, but not wanting the Class B transmitting capability. This low-cost alternative brings many of the safety advantages of AIS to a wider range of vessels than ever before. AIS350 features a new dual-channel receiver design for fast acquisition and download of AIS traffic data. Both new Raymarine AIS products are built on a new ultra-compact chassis that is at least 50% smaller than previous generation AIS products. Both models feature multiple data interfaces including NMEA0183, SeaTalk-NG and USB (universal serial bus) for easy integration with PC-based navigation solutions. Both AIS products also support the NMEA2000 interface standard making them compatible with a wide array of 3rd party navigation products.
The AIS650 will be available nationwide from Raymarine’s network of authorized dealers and OEM integrators beginning in July 2011 with the AIS350 arriving shortly thereafter. The AIS650 has an MSRP of $999 and the AIS350 has an MSRP of $549.

**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, 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](http://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](http://www.FLIR.com).