



# **GARMIN** *marketing memo*

Garmin USA, Inc. 1200 East 151st Street Olathe, Kansas 66062 PH: 913/397.8200 Fax: 913/397.8282

To: Marine Dealers  
From: Jon Price, Product Training Supervisor  
Date: February 8, 2006

# Marine Spring Training 2006

Garmin International is pleased to announce the Garmin Marine Spring Training for 2006. This training will be available in 20 cities across the continental United States and Canada. As you may be aware we have recently announced our new line of marine products which are scheduled for roll out in all dealer stores on March 25, 2006. Garmin is offering this training to introduce our dealers to those new Garmin marine products.

This exclusive training opportunity is intended to introduce you to the new technologies behind our marine products for 2006. We will discuss the new BlueChart® g2 cartography, CANet™, and dual beam products. We will offer an advance look at many of our new products using this technology. This is your opportunity to learn about these new technologies and how each fits into the new Garmin Marine product line. Attendees will also receive a copy of our new 2006 Garmin Dealer Training Manual.

## Proposed Agenda

1. Garmin's New Sonar Technology
  - CANet connectivity
  - Dual beam
  - Ultrascroll™
  - Improved shallow water performance
  - Round flasher and multiple page display
  - True A-scope functionality
  - Auto Gain
  - Entry-level color
2. New Fishfinders for 2006
  - FF 90/FF140/FF160C/FF 340C
3. New Chartplotters/Sounders for 2006
  - GPSMAP® 292/GPSMAP 298 Sounder
  - GPSMAP 392/GPSMAP 398 Sounder
  - GPSMAP 492/GPSMAP 498 Sounder
  - GPSMAP 2106/2110
  - GPSMAP 2206/2210
  - GPSMAP 3205/3206/3210
  - GSD 21/GSD 22
4. BlueChart g2, new for 2006
  - Port Photos

To better accommodate a large number of attendees, we will be offering the three-hour training in both the morning and afternoon. The morning session will start at 8:30 am, and the afternoon session will start at 1:00 pm. Each session will last approx. three hours.

Please RSVP using the attached form. Fax your reply to 913-440-5488 and indicate whether you will attend the AM or PM session, or you can mail your RSVP to the following address: Garmin International, Attn: Garmin Marine Spring Training 2006, 1200 East 151<sup>st</sup> Street, Olathe, KS, 66062. You will then receive a confirmation of your request by mail or email. Questions may also be faxed to 913-440-5488 Attn: Garmin Marine Spring Training 2006.

## Garmin Marine Spring Training 2006

<b>Date</b>	<b>Hotel</b>	<b>Address</b>	<b>Phone</b>
February 21	Courtyard by Marriott South Boston	63 R Boston Street, Boston, MA 02125	617-436-8200
February 23	Houston Marriott North at Greensport	255 N. Sam Houston Parkway East, Houston, TX 77060	281-875-4000
February 23	Courtyard Detroit Southfield	27027 Nothwestern Hwy., Southfield, MI 48034	248-358-1222
March 1	Courtyard by Marriott - Philadelphia Airport	8900 Bartram Ave, Philadelphia, PA 19153	215-365-2200
March 2	Courtyard by Marriott - Baltimore Airport	1671 West Nursery Road, Linthicum, MD 21090	410-859-8855
March 6	Courtyard by Marriott - Virginia Beach	5700 Greenwich Road, Virginia Beach, VA 23462	757-490-0169
March 8	TBD	Jacksonville, FL	
March 9	TBD	Daytona, FL	
March 14	Courtyard San Jose Cupertino	10605 North Wolfe Rd., Cupertino, CA	408-252-9100
March 15	TBD	Tampa, FL	
March 16	Courtyard Mississauga - Airport Corporate Center West	5050 Creekbank Rd., Mississauga, Ontario L4W 5R2 Canada	905-625-3555
March 16	Courtyard Chicago Schaumburg	1311 American Lane, Schaumburg, IL 60173	847-619-8100
March 16	Courtyard Seattle Southcenter	400 Andover Park West, Tukwila, WA 98188	206-575-2500
March 20	Cypress Courtyard by Marriott	5865 Katella Ave., Cypress, CA 90630	714-827-1010
March 21	TBD	Fort Lauderdale, FL	
March 22	TBD	Miami, FL	
March 22	Courtyard Long Island MacArthur Airport	5000 Express Drive South, Ronkonkoma, NY 11779	631-612-5000
March 23	TBD	Fort Meyers, FL	
March 24	Courtyard Old Towne	2435 Jefferson St., San Diego, CA 92110	619-260-8500
March 30	TBD	Destin, FL	

Details regarding the locations that are TBD will be provided with the confirmation to your RSVP, as well as additional mailings to the marine dealers in the appropriate areas.

## Attn: Garmin Marine Spring Training 2006

(Please type or print legibly, then fax to 913-440-5488)

Attendee Name: \_\_\_\_\_

Company: \_\_\_\_\_

Company Address: \_\_\_\_\_

Company Phone: \_\_\_\_\_

Are you a Garmin Direct Dealer? No / Yes

If yes, Dealer Number \_\_\_\_\_

Email Address: \_\_\_\_\_

Please indicate the location that you will be attending:

South Boston, MA	Feb 21, 2006	AM / PM Session
Houston, TX	Feb 23, 2006	AM / PM Session
Detroit, MI	Feb 23, 2006	AM / PM Session
Philadelphia, PA	Mar 1, 2006	AM / PM Session
Baltimore, MD	Mar 2, 2006	AM / PM Session
Virginia Beach, VA	Mar 6, 2006	AM / PM Session
Jacksonville, FL	Mar 8, 2006	AM / PM Session
Daytona, FL	Mar 9, 2006	AM / PM Session
San Jose, CA	Mar 14, 2006	AM / PM Session
Tampa, FL	Mar 15, 2006	AM / PM Session
Toronto, Canada	Mar 16, 2006	AM / PM Session
Chicago, IL	Mar 16, 2006	AM / PM Session
Seattle, WA	Mar 16, 2006	AM / PM Session
Long Beach, CA	Mar 20, 2006	AM / PM Session
Fort Lauderdale, FL	Mar 21, 2006	AM / PM Session
Miami, FL	Mar 22, 2006	AM / PM Session
W. Islip, NY	Mar 22, 2006	AM / PM Session
Fort Meyers, FL	Mar 23, 2006	AM / PM Session
San Diego, CA	Mar 24, 2006	AM / PM Session
Destin, FL	Mar 30, 2006	AM / PM Session

Remember: Attendance is limited. Please complete one page per attendee. You may reply by faxing this page to Garmin at 913-440-5488, or by mail to Garmin International, Attn: Garmin Marine Spring Training 2006, 1200 East 151<sup>st</sup> Street, Olathe, KS, 66062