



Glomex Newsletter - 05.2008

you are never alone on the water

**:: GLOMEX POINT OF VIEW ::**



**Hello to everybody,**

Another nautical season is started and **Glomex** will present the new 2009 products at the **Genoa Boat Show**, one of the leading worldwide boat shows with over 1.500 exhibitors, 2.500 boats and 600 boats in the water. We worked hard as we will present **two new models of satellite TV antennas, four new VHF antennas, two terrestrial TV antennas** and a new range of grounding plates with increased developed surface.

We just cross the fingers for the 2009, hoping the actual worldwide financial crisis will not affect so much the nautical industry.

See you at Genoa Boat Show.  
**Piero Baldassarri**

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*Glomex recently introduced a "Coastal" series of high-quality Satellite Antennas*
- **A Success Story: Marathon LTD**  
*The UK Glomex distributor since 1993, was established in May 1992*
- **Genoa 48 Boat Show - Visit us at:**  
*Hall 5 - 1st gallery - Stand D21*

**The advantages of the new Glomex Satellite Antennas**

**Glomex** recently introduced a "Coastal" series of high-quality **Satellite TV Antennas** made 100% in Italy for small/medium-sized boats.

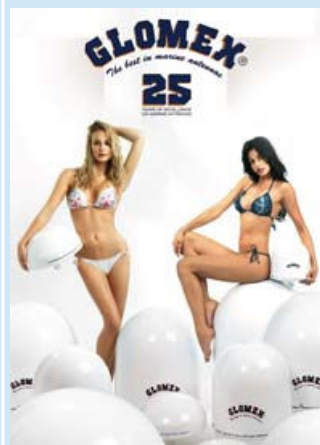
It features: movement compensation using electronic gyroscopes on two axes with interpolation of the third axis, NIT-based satellite recognition, no GPS or electronic compasses, and single connection cable from the antenna to the TV with seven European satellites already preloaded.

The control unit has a graphic display and can be integrated into the boat's electric system thanks to its reduced size (about 4 electric outlets).

It comes with a mounting plate and a (Vimar brand) face plate in anthracite colour, which is exchangeable so the customer can have the favourite colour instead. The 10-30 V power supply is separate from the control box, with particular attention being paid to ventilation, minimising the most common installation problems in small boats: the integration of the control unit usually generates bulk, and installing the device to a recess tends to generate excessive overheating, which can be deleterious to the adequate operation of the system over time.

For more informations, [visit Glomex Website](#).

**Stop at Glomex Stand in Genoa, to get a free copy of the Glomex 2009 Calendar.**



**:: FOCUS ON ::**

A Success Story

**MARATHON**

**Marathon Leisure Ltd**, the UK Glomex distributor **since 1993**, was established in May 1992 to offer the marine industry a different style of customer service based on flexibility, a strong supplier/customer relationship and modern streamlined business practices. To this day, Marathon continues to be innovative in its approach to sales and maintains an efficient and streamlined administration structure ensuring maximum flexibility and service to our customers. This unique business approach and the value we place on customer relationships enables Marathon to be at the forefront of marine distribution both in the UK and overseas.

**Marathon Leisure** believe the role of the typical marine distributor should be widened to help generate sales for our trade customers. Marathon Leisure are not content to simply 'move boxes' and can offer a whole range of in-store and external marketing and advertising support. **Marathon Leisure** operate from a 10,000 sq ft warehouse and office facility located on Hayling Island on the south coast of England. The call centre and warehouse operate using the latest computer software to despatch and fulfil trade orders within the shortest possible time.

<http://www.marathonleisure.co.uk>



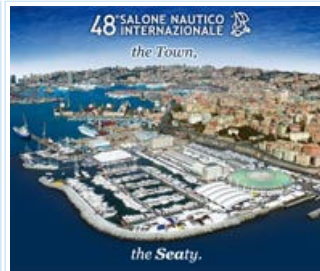
**Visit us at Genoa Boat Show.**  
**We will present the new 2009 products, always the Best in Marine Antennas**

**Radio waves at sea : communications and entertainment**

The idea for this small book has been driven by the fact that most manuals about TLC in general and marine TLC in particular, are not easily read and understood by those who, interested in the topic, do not want to go beyond simple notions that allow them to understand the more important aspects of this matter. It is clear that this is oriented to a reader that does not wish to become an engineer or specialised technician; we will be brief and, above all, we will look to avoid complicated formulas.

**Stop at Genoa Boat Show to get a FREE Copy**

[...read more...](#)



**GENOA, 4-12 Ottobre 2008**

**Visit us at:**

**HALL 5  
1st Gallery  
Stand D21**