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FURUNO HIRES ADDITIONAL SALES STAFF IN RESPONSE TO INCREASED MARKET DEMAND

CAMAS, WA — Furuno U.S.A., industry leader in marine electronics for the commercial and recreational markets, has recently recruited two new members and increased regional territory coverage for two other members of the Furuno USA Sales Team. The increase in sales staff is a response to growing market demand, partially due to the introduction of Furuno's new NavNet product line.

Matt Wood has accepted the newly created position of Assistant Sales Manager. Wood will assume managerial responsibilities for both the Southwest and Northwest territories, as well as work on special projects involving both the Commercial Fishing and Deep Sea markets. He brings with him many years of experience and knowledge in both of those important market segments, as well as the recreational boating segment. Wood will also assist Dean Kurutz, National Sales Manager, in supporting the Furuno sales and marketing efforts throughout the U.S. Most recently he was the Western Regional Manager/Assistant Sales Manager for JRC (Japan Radio Company), manufacturer of marine electronics.

Doug Grey has accepted the position of Regional Sales Manager in the Gulf Region. Grey will be working together with Butch Weghorst as co-sales manager of the Gulf Region. Grey comes to Furuno with a wealth of industry knowledge and experience after spending his last 15 years at Raymarine (formerly Raytheon Marine Electronics). While at Raymarine, he served in a number of capacities, including technical support, customer service manager, sales and administrative management and most recently as Gulf Coast Regional Sales Manager.

Mike Jackson has been promoted to the position of Regional Sales Manager in the Southeast Region. He will be working along side Howard "Buz" Palmer as co-sales manager of the Southeast Region. This new position for Jackson will entail servicing Furuno standard and commercial dealerships in the Southeast Region.

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Jackson has been with Furuno for six years in the capacity of Southeast Cascade Sales Manager. This job involved daily interaction with marine retail stores such as West Marine, Boater's World and Boat U.S. Prior to Furuno, Jackson worked for Raytheon as Key Accounts Manager for Apelco and Autohelm, was Regional Sales Representative for the Southeast and Gulf Regions, and was also a technical support representative.

Mike Kellner has also been named as Regional Sales Manager of the Mid-Atlantic Region. He will be working together with Ed Davis as co-sales manager of the Mid-Atlantic Region. In addition to Kellner's current job of managing Furuno's Deep Sea activities, he will also service Furuno standard and commercial dealerships in the Mid-Atlantic Region. Kellner has been with Furuno for six years and previous to that he worked for Radio Holland, one of Furuno's dealers.

"We are extremely pleased to have all four sales managers on board," said Dean Kurutz, National Sales Manager of Furuno U.S.A. "with the increase in market demand, we were in need of more staff to support our dealers. We are proud of the service that we have provided to our dealers in the past and we look forward to providing even better service in the future."

Furuno manufactures top quality radars, fish finders, navigation systems, communications equipment and the recently released NavNet product line.

For more information on Furuno's complete line of marine electronics, contact: Furuno U.S.A., 4400 NW Pacific Rim Blvd., Camas, WA 98607 Phone: (360) 834-9300. Fax: (360) 834-9400. Website: www.Furuno.com

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