



Email to Export Accounts
March 26, 2004

Welcome to Oy Maritim in Finland, who was appointed last spring as our export associate there. Oy Maritim succeeds Wihury Oy who had been the Lectrotab distributor in Finland since 1998. Welcome also to our newest export associate, Vidal Diffusion Marine who will represent Lectrotab in France. Welcome aboard and we are privileged to have you representing the Lectrotab product to your customers.

Last month, we asked some of our distributors and builders to review a proposed new Lectrotab control switch and appreciate the candid and helpful response. The new product, which will be our model SETR is now in the works and will be available to us late summer and we will get them out to you promptly. The control will look like a standard 3" instrument except it is a bit oval at 3-1/4 x 3-7/8" wide. The rubberized surface and sealed back makes it completely waterproof. Features include two rocker switches, tab position indicators, automatic nighttime dimming, full tab retraction whenever the instrument is turned on or off, requires only a 2" round hole in the panel, wiring is by push-on connectors, will handle two actuators per tab, all accomplished without a remote electronics box. The initial colors will be light gray with black switches and red LED's. This control will be the most advanced ever offered in the industry and will be available in addition to all of the presently available controls. As the new guys on the block and with the best trim tab product in the business, and now with the most innovative control in the business, Lectrotab is out front where we plan to stay!

More next week but let us hear from you in the meantime. Use mailcall@lectrotab.com for your reply. Our responses will be very quick!

Regards,

L. Jeremy Crews
President