



Email to Export Accounts
April 2, 2004

Welcome to our newest export associate, Mustang Marine who will be the distributor for Lectrotab products in the Hong Kong area; we are privileged to have you with us and look forward to the association.

Being loaded for shipment today are two pallets containing 53 Lectrotab kits and accessories going to Sleipner in Norway. We appreciate the order and confirm our confidence that these Lectrotabs will be more than able to hold up our end of the boat. Thanks to Sleipner, as well as to all who have helped make Lectrotab a truly international product.

Of interest: during installation, if the Lectrotab ram needs to be turned in order to orient it with the lower bracket studs, be sure to turn it clockwise, facing the ram end. Turning the ram counterclockwise will extend the ram which could lead to a positioning error during installation which would result in higher than intended tab position when the actuator is retracted. Not a big issue but something to keep in mind.

Marine Direct in New Zealand asked about the new SETR control in a dual station application. This new control was conceived for open boats, up into the 30' range, where the control will get wet from seawater and from hosing down. Typically these boats do not use dual stations, so we are not initially building this control in a dual station model. We can, however, supply a transfer switch, which would be a toggle switch at each station to transfer the function. If this need comes up, let us know.

So that everyone is acquainted, attached also is a list of all the Lectrotab export associates who are currently active. Special thanks to the Greenwich Trade team for making this possible.

Regards,

L. Jeremy Crews
President