



Email to Export Accounts  
*April 9, 2004*

Easter week has been a bit quiet but we did ship 50 trim tab kits for Quintrex in Australia which we trust will arrive in a timely manner and in good order.

We are also delighted to note that Lectrotab sales worldwide for the first quarter of 2004 are 30% ahead of the first quarter of 2003. Most of this is new business with established accounts moving about like last year. This growth in new accounts consists of dealers and builders who are actually on-board with the Lectrotab product, not just “taking a look.” But there is a recent increase of those “taking a look” which should provide the basis for significant growth for the rest of this year. And, as we noted in *MAILCALL* of two weeks ago, we can build ‘em, so if you need ‘em, we’ll have ‘em.

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

Regards,

L. Jeremy Crews  
President