



MAILCALL

Email to Export Accounts
April 30, 2004

This past week, we shipped some impressive pallet loads of Lectrotab kits to Marine Direct Ltd., A.S.A.P. Supplies and Sleipner Norway. These shipments were reorders which indicates the Lectrotab product must be doing it right, which makes us very happy.

OF INTEREST

The attached document presents a formula for determining the force that a tab actuator will be required to exert to push a tab down to the industry standard of 21°, which is the full deflection angle used in the Lectrotab design. This formula does not address the question of what size tab to use on a given boat, but it does predict the force which will be needed to deploy a given tab which is installed on a given boat.

If you calculate this force, you will have an idea of how hard the actuator will be working, which is an indication of life expectancy, and whether or not to use multiple actuators. While this formula is interesting and informative, it still does not answer the question of what size tab to use on a given boat. That answer will continue to come from general guidelines but most of all from experience. But once you decide what size tab to use, the formula will at least let you know what force the tab actuators will need to provide. In addition to the cases outlined in the attached, we will pass along other cases where the formula has been helpful and look forward to your comments as well.

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