



MAILCALL

Email to Export Accounts
July 30, 2004

Welcome to Electrical Engineering Ltd., located in Ukraine, who has become the most recent Lectrotab international distributor. We are very pleased to have Electrical Engineering join us and their first order will ship out next week. Thank you for giving us the opportunity to be your trim tab supplier. A special thank you to Ulrich Wittfeld, in the Greenwich Trade Europe office, for assisting with E.E. Ltd.'s initial order.

As we continue to grow, we realize that we will receive requests for special custom made tabs. Please note that we are happy to produce any shape or size tab, if appropriate, but keep in mind that we need to produce at least 100 in order to keep the pricing reasonable. One example of this is the tab we make for Quintrex in Australia. It is basically a T12X9 with a tapered edge and different bracket hole location. Because we make 100 each time, we price the tabs at our standard T12X9 discount.

With summer almost over, we are now focusing on production schedules for the fall which will remain ambitious. We are proud that we are able to ship from stock and we will make every effort to always maintain this standard.

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!

Best Regards,

John R. Sniffin
General Manager