



MAILCALL

Email to Export Accounts

November 4, 2005

The Ibex show opened on schedule and we were there with a new and innovative exhibit. As the show opened, hurricane Wilma was aiming at Florida, so attendance was not as good as we expected, but those who were there kept us busy. From show contacts, we have three new U.S. boat builders who are moving from Lenco to Lectrotab on the basis of Lectrotab's quality, reliability and performance. Lectrotab is fast becoming the product of choice among U.S. boat builders and we are confident the trend will continue.

Product update: The original "Oval" in light gray, is the SETR-10. In the "-10" part, 1 is the version number and the 0 is the color; 0 for gray, and we use 1 for black. We also have the version 1, original "Oval" in black which is the "-11". We now are also shipping version 2 of the "Oval" where the indicator timing can be programmed by the user from 4 to 12 seconds in one second increments. This allows the "Oval" to be reprogrammed from the standard 8 seconds, from full up to full down indication, to 4 seconds, for example, to be used with the model C, 4 second actuator. Version 2 is available in gray, -20 or in black, -21.

In February, 2006, "Oval" version 5, (3 and 4 were experimental and not produced), will be available in gray, -50, and in black, -51. Version 5 will replace versions 1 and 2 and 1 and 2 will be discontinued. Version 5 will have programmable indicator timing but the new and significant feature will be multiple station capability but will be suitable for all installations, single or multiple- station. Version 5 wiring for single station will be identical to versions 1 and 2 and will also not require any separate components. Multiple station wiring will have any one "Oval" wired as a single station with all additional "Ovals" simply connected to the "Master Oval" with a small communications cable and powered locally to illuminate the position indicator LED's.

Next issue is Friday, November 18th, so let us hear from you in the meantime. Use mailcall@lectrotab.com for your reply. Our responses will be quick.

Best Regards,

Lectrotab Sales