



MAILCALL

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November 18, 2005

This past week, Eddie Miller was in Amsterdam working with Greenwich Trading to demonstrate and answer questions about the Lectrotab product. As we did for the IBEX Show in Miami, we built a new exhibit for METS. This exhibit will be retained in Europe for use in shows or presentations; give Greenwich Trading a call if you have a need to use it.

Interesting note: One yacht builder here in the U.S., is testing multiple tabs on their new 17 meter motor yacht. On each side, they will use a 12 X 18 and a 12 X 30. They are initially using one rocker switch per side, with the tabs wired together so that even though there are two separate tabs on each side, they will work together as one. The advantage of the multiple approach, which is very close the same cost as a wide tab with two actuators, is that you can have two less wide tabs with one actuator for each. This way, if one actuator is disabled or a tab is damaged, the other one will still work. I have encouraged this builder to take the next step and use 2 switches per side so the tab pair can be controlled separately. This approach offers more benefits in that switch failure does not shut down a whole side. Also, the two outboard tabs can be used for lateral trim where less tab deflection will do the job with less drag. Basic "bow down" can be done with the two inboard tabs. We'll let you know how it works out.

Next issue is Friday, December 2nd, 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