



MAILCALL

Email to Export Accounts

December 19, 2005

As we close 2005, there is much to be proud of and to be excited about here at Lectrotab. We will end the year with sales up 35% over last year. Booked orders to be shipped in 2006 will exceed booked orders this time last year, and to date, all boatbuilders, worldwide, who have used Lectrotab in production, are still using Lectrotab in production. Everywhere, the Lectrotab product is performing very well, and we are pleased.

Presently, the Lectrotab product line is the most complete in the industry, and offers to builders and dealers, the industry's greatest variety of actuators, tabs and controls. But, in 2006, much more will be happening. In February, the dash 50 and dash 51, multistation, field programmable OVAL will be available. In mid 2006, we expect to offer a very innovative alloy tab, using a continuous, polyolefin or polypropylene, hinge. Prototypes are currently being tested on the bench and will be in service on our test vessel in two more weeks. This will be a significant advance in trim tabs and we will keep you posted. And following the alloy tab, in late 2006, we will introduce a wireless tab system with input from rocker switches or an "OVAL" which we currently plan to make a bit smaller than the present oval. We showed the wireless system at the IBEX show in Miami and the response was interesting. At first, there was some head scratching but as the concept sinks in, enthusiasm is growing. The wireless prototype will be on our test vessel in two weeks as well. The advantage is in the installation, particularly in larger boats. Here is how it works. First, install Lectrotab tabs and actuators. Then, with two screws, attach a cigarette pack size receiver module to the transom inside the boat. Connect the two actuators to this module. Connect 12 or 24 VDC power to the module and the basic installation is done. Now place one or several wireless OVAL's anywhere around the boat or even in your shirt pocket. Note also that the wireless OVAL has to be powered with at least a 9 volt battery or connected to any on board 12 or 24 VDC source. We don't expect that a battery powered "remote" control will be of interest, but it is an option! Don't know what we'll do for 2007 but we will be listening to the industry and will be the first to do whatever makes sense and is needed.

Next issue is Friday, December 23rd, 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