



Email To All Lectrotab Export Customers
Issue 73, February, 2007

In March of 2004, we initiated Mail Call to keep our export customers up to date on past, present and planned, Lectrotab activities. In May, 2006, we initiated Tab Talk to keep our U.S. customers similarly informed. There have been 72 issues of Mail Call and 9 Tab Talk issues, and all are posted on the Lectrotab website. We notice, however, that lately, Mail Call and Tab Talk are becoming very similar so beginning in March, with Tab Talk issue 10, we will combine the two.

At the IBEX Show: In Miami, in early November, we showed our new line of alloy tabs, our new short actuator and our new wireless trim tab control system. There was good interest in all three so here is where we are.

The short actuator: Is in production, on the shelf and available. Product details are covered in the August 1, 2006, issue of Tab Talk which included a fully dimensioned drawing. Check our web site at www.lectrotab.com, click on Tab Talk and print issue number 4. The short actuator has all the features of the standard actuator and the same patents apply. For your convenience, the short actuator drawing is also available on the website; click products then under actuator, click short actuator dimensions.

The alloy tabs: Are now in production but delivery is about two weeks from receipt of your order to allow for anodizing; however, we will soon be doing the anodizing here at our facility which will speed up delivery. The alloy tab is described in Tab Talk issues number 5 and 6.

The wireless control: Design of the wireless control is complete and this product will be on exhibit at the winter show in Helsinki this week, February 9 – 18. Production units, in the single station version, are scheduled to be available in April with a multi-station version available next year. Last fall, our availability estimate was this month, which was later revised to March and has now been revised to April. But, we are making steady progress and the wireless approach will be a substantial installation time saver. Also, the wireless control will have all the features of the current “Oval” control, plus two more, as described in Tab Talk, issue 6, which is on our website.

This is the beginning of our tenth year of Lectrotab production. During this time, Lectrotab has become a complete and very flexible product line, performing reliably, delivered on time, and backed by our 5 year warranty. And we are off to a good start for 2007 with January sales and booked orders at better than twice last January's level. We are delighted, we appreciate your business, and we look forward to 2007.

Thanks for the chat – more next month. In the meantime, give us a call, toll free, 888-LECTROTAB (532-8768). Two rings and no buttons to push. Mail Call is available via email, or by fax, or from our website, www.lectrotab.com.

Regards,

L. Jeremy Crews
President