



MAILCALL

Email To All Lectrotab Users

September 1, 2006

New Alloy Tabs: All of our standard tabs are made from 12 gauge, type 304 stainless steel, or type 316 stainless steel as a special order item. These tabs utilize a rolled hinge with a ¼” diameter, 316 stainless steel pin. They are tank tough, have served well, and will remain in production; however, stainless steel has a downside. First, cost. Today, stainless steel prices are rising rapidly and the cost is projected to move even higher in the near and distant future. The second issue is one of bending. Interestingly, if stainless steel is bent only a little bit, it will take a permanent set and not return to its original shape. Because it is not as resilient as it needs to be. This is a problem in the trim tab application wherein there are wild and crazy boats, and drivers I might add, who like to go airborne off a wave and land stern first which deflects the tab. If this deflection exceeds a quarter inch or so, the tab will end up with a slight bend. Now, if this happens repeatedly, the tab can be progressively deformed to a significant degree; seriously bent stainless tabs are not victims of one giant whack, but of multiple smaller whacks, which is the norm in the wild and wet world of fast boats.

So, how do we build a tab which will remain affordable and still take the gaff? Purchasing says make ‘em thinner and our lawyer says don’t put ‘em on fast boats. Fortunately, purchasing doesn’t run Lectrotab and there is no use arguing with the lawyer anyway.

For 2007, to be introduced at the IBEX Show in Miami in November, Lectrotab will offer an alloy tab made of 6005-T5 marine grade aluminum. This tab will be 3 gauge, which is ¼” thick, (12 gauge is .109” thick which is less than half of 3 gauge) and the weight will be 20% less than a comparable size in stainless steel. The hinge will be continuous with no hinge slots to make spray. With 135 degree hinge rotation, the tab can be installed on the transom or on the hull bottom. And as for strength, this new alloy tab will out perform stainless steel by a wide margin; if it’s whacked, it will deflect, but, as compared to stainless steel, it is much more resilient and it takes a substantially heavier whack to cause a permanent bend. More on this new product next month.

Waving The Flag! The Lectrotab trim tab system was conceived, designed and patented during 1997, with production beginning on January 2, 1998. Our first customer was Greenwich Trade Company, founded by Dan Lyons in 1986 to export U.S. made products to the world market. Along with Lectrotab, Greenwich Trade represents 27 other U.S. made marine products, including Faria, Perko and Hubble, with Lectrotab being Greenwich Trade’s fastest growing product line. In this, its 20th year, Greenwich Trade is the recipient of the 2006 U.S. Export Achievement Award, which was officially presented last May by the U.S. Secretary of Commerce, the Honorable Carlos M. Gutierrez. Our thanks to Greenwich Trade for establishing the Lectrotab product world wide, with 36 Lectrotab distributors in 29 countries, and growing. We extend special thanks to Dan for initial and continued confidence in the Lectrotab product. After a careful evaluation of our product, our company, and of the reputation of our people, Dan took on Lectrotab and has never looked back. And neither have we!

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. MailCall is available via email, or by fax, or from our website, www.lectrotab.com.

Regards,
L. Jeremy Crews, President