



## **TAB TALK**

Email To All Lectrotab Users

*Issue 15, August 6, 2007*

**Note:** The “Quick Guide to Installing and Operating the Oval Control”, which was included as an attachment to last month’s Tab Talk, is now being included with each “Oval” shipped. Hopefully this sheet will end up in the installer’s hands and be helpful.

**Wireless Control:** Attached is a sales flyer on the Lectrotab wireless system. Our model WT-1 is the waterproof console mounted control, which is the system’s transmitter, and our model WR-1, is the waterproof transom mounted power module, which is the system’s receiver. The control is available only in black and only in single station, with our multi-station system scheduled for later. The wireless control looks like the “Oval” control but is 25% smaller and has two additional buttons; one for both tabs up and one for both tabs down. The power module has stainless steel screw terminals for power input and for power output to the actuators. The wireless system, which includes the transmitter and the receiver, is our model WTR-1 and the list price is \$398.00; if purchased separately the two components list for \$199.00 each. This product works well and the wireless approach saves significant installation time; try it; you’ll like it.

**Meet the Reps:** Lectrotab is represented in the field by 5 sales groups. Four of them cover the U.S. Northeast, Southeast, Midwest, and Northwest, with GTC Worldwide Inc., in Connecticut, working worldwide, with Lectrotab distributors established in 30 countries. Specifically, our U.S. Southeast group is U.S. Marine Marketing, with headquarters in Crystal River, Florida. Jennifer Johnston (a.k.a. J.J.) is the office manager, at (352) 563-0555. Russ Johnson, former 100 ton ticket holder, covers the Carolina vicinity; Russ knows boats and can bring good information to the table. Down in Florida, Wayne DeLoach comes from a background in pleasure boat building and he too is not just a salesman – he can help, hands-on. And covering the in between states is Ol’ Evans Holcombe. I can say Ol’ ‘cause he’s about my age and I know how old that is. While I may have logged a few more “*days at sea*”, he is hands down the “*hours logged in the customer’s lobby*” champion. If you see him, let him in; he too is a hands on guy who can recognize and convey your requirements to us so we can build and deliver what you need. Thanks to these folks for introducing Lectrotab the Southeast, thanks to you for placing Lectrotab in service, and you can count on us to stand behind it.

**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. Tab Talk is available via email, or by fax, or from our website, [www.lectrotab.com](http://www.lectrotab.com).

Regards,

*L. Jeremy Crews*

President