



TAB TALK

Lectrotab Trim Tab Updates

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Pricing Guide: Attached is a trim tab system, retail pricing guide, for the basic Lectrotab product line. Our basic items consist of tab actuators, tabs in stainless steel and aluminum alloy, and controls in three configurations. The attached guide provides an easy to follow format to get the list price for 480 different boat sets, from a 9"x 9" alloy set with rocker switches, at \$599, to a 12"x 30" stainless set, with the wireless control, at \$1200. In addition, Lectrotab is currently producing 56 different custom tabs, as well as a short actuator in 12 and 24 volts, and dual station capability with the "Oval" and the wireless control. If you put this all together, we can ship, today, 3,040 different trim tab kits. And, with new items being introduced, and custom tabs being added every week or so, the numbers continue to grow. Our sincere thanks to all, for making our growth possible and making it very interesting.

Welcome: To Lamb's Yacht Center in Jacksonville, Florida. From my Cruisair days, in the 1960's, I recall Bronson Lamb's support of the Cruisair product, and are now pleased to be Lamb's trim tab supplier as they get their new marine operation, LYC Distributing, up and running. At LYC Distributing, we are working with Downing Nightingale and Joe Springer and sincerely appreciate this opportunity.

Interesting Application: The port of Seattle operates a fire control vessel. In addition to spraying the traditional stream of water, they wanted a way to quickly change the stream to a spray. The solution was to use a Lectrotab actuator, which is low voltage, waterproof, corrosion proof, U.V. proof, strong and reliable, to actuate a deflecting vane into the water stream, at the nozzle, to create a spray pattern. Using a rocker or toggle switch at the control consol, the operator can make this change quickly, and progressively, to transition back and forth from a stream to a spray pattern, or anything in between. Take a look at the attached photos, courtesy of Seattle Fire Boat Squad.

Thanks for the chat – 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.

Regards,

Jeremy
President