



## **TAB TALK**

Email To All Lectrotab Users

*Issue 12, May 4, 2007*

**Front Line Folks:** Father and son team, Gus and Matt Kreuzkamp, of Kreuzkamp Associates Inc., out of Orange, CT, represent Lectrotab in the Northeast USA. Gus has been a representative in the pleasure boat field since 1982, with Matt joining him in 1998. Gus and Matt are supporting the Lectrotab product, currently being used by the following boat builders: Back Cove Yachts, Black Horse Yachts, CH Marine, Chesapeake Boats, Eastern Boats, E.H. Yachts, Evans Boat Const., Hinckley, Hunt Boatbuilders, J.D. Marine Group, John Williams Boat Co., Maritime Skiff, Out Island Sport Yachts, Pease Boat Works, Sabre Yachts, and Weaver Boat Works. The Distributors that they call on are: Lighthouse Marine Supply, Lewis Marine Supply of Maine and Lewis Marine Supply East End Division. As we noted last month, Matt and Gus did a very effective job in coordinating a customer's special need, with our custom capabilities, to quickly produce a special tab for Sabre Yacht's new 52'. Sabre's engineer, David Robison confirms that with his concept sketch and our detailed design input, the tabs were very effective. The boat ran well and has been delivered to the dealer.

**Alloy Tabs:** This is a truly new and innovative product, which is currently being delivered, and is now covered by our pending design patent, which was filed on April 18, 2007. We look forward to another success with this item, and have another good follow up question: How long will the "plastic" live hinges last? First, we will be more respectful, and refer to the new alloy tab hinge as the "polypropylene" live hinge. The Lectrotab actuator body and brackets, since the first actuator was shipped in January of 1998, have always been made of polypropylene. We are now in our 10<sup>th</sup> year and we have never seen any seawater or sunlight deterioration of this material, which was recommended to us by industry experts. Interestingly, the industry also recommends polypropylene as the best material for the live hinge. So we use it, and we have tested it for bending durability. We built a tab and connected the transom piece to a gear motor which stroked the hinge, ninety degrees, moving continuously, or at an average of 23 cycles per minute. We ran it for nine days, which is 300,000, ninety degree cycles. At this point, the live hinge still held its molded "set" or original shape. On a charter fishing boat, operating 5 days a week, two trips per day, with the tabs up and down 30 times per trip, it will take 20 years to get to our test point! I think we're ok.

**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