



TAB TALK

Email To All Lectrotab Users

Issue 7, November 10, 2006

IBEX Show Review: The International Boating Exposition opened on Wednesday of last week, not on Thursday as I noted in the last issue of Tab Talk. But everyone else knew about Wednesday and made sure I was there accordingly. Interesting show! Our new 6005-T5 aluminum alloy tab, patents pending, with the polypropylene “live” hinge, was received by some with immediate enthusiasm and confidence. Others saw it as a good and new approach, worthy of consideration. And then there were the few who stood by quietly in deep thought. For those, we will continue to produce our tank tough, 304, 12 gauge, stainless steel tabs with the rolled and pinned hinge and no welded joints. After all, there are still some builders using hydraulic tabs and some people still drive sailboats.

We also introduced the production version of our wireless tab control system, usable with stainless or alloy tabs. This system is designed to save installation cost. And for a retrofit, the wireless will be a real labor saver. This is how it works. Install the tabs and actuators. In the transom area, secure a wallet sized receiver module. To this module, connect the actuator wires and fused DC power. And that’s it! No wiring through the boat. Now, at the helm, screw or glue, in an appropriate position, a wireless control. Finish by providing 10-30 VDC power, at less than one amp, to the control from any nearby source. This will power the tab position indicator, LED’s and the system transmitter. Cost wise, the wireless will be about 10% more than the same system using the Lectrotab “Oval” approach, but should more than save that cost in materials and installation time. The wireless is in process and will be available in January, 2007, but only in a single station version. A multi-station version will be offered for 2008. But I get the first one for the Lectrotab R & D vessel, then you can have one.

First Shipment: The first Lectrotab alloy tabs to be shipped are a pair of 12 x 42’s, with two actuators per tab, going to Reya in France for presentation to Beneteau/Jeanneau. On the floor at IBEX, our alloy tab approach was seen, evaluated and ordered for this presentation. Here in the U.S., Beneteau builds only sailboats; in Europe however, the Beneteau/Jeanneau companies build about 3000 power boats each year and we look forward to being considered as their trim tab supplier.

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.

Regards,

L. Jeremy Crews
President