



TAB TALK

Email To All Lectrotab Users

Issue 16, October 2, 2007

** September was very busy and each time we wrote a Tab Talk article, something more important would come up – so we never concluded the September issue. But here is where we are as we go into October.*

New Brochure: Copies are already being shipped to dealers and distributors and it will be on the website promptly. We will have lots of copies at the IBEX Show next week, so be sure and pick up a few to take home.

IBEX Show: IBEX opens next Wednesday at 10:00 A.M. and we will be there in full force with working displays and the whole Lectrotab line. Come see us and enjoy some Lectrotab Trim Tab Fluid on ice, with a lemon slice!

Wireless Control: The wireless is being shipped and the installation manual is on the web site. Our new and innovative wireless control features three field programmable operational formats and the two special buttons for one touch “*Tabs Up*” and “*Tabs Down*”; this will be on a functional display at IBEX.

Alloy Tabs: We will have a pair on display at IBEX, plus several samples for up close review. Production is smooth and deliveries are on time.

Welcome: To Dan Roberts who joined us this week as Lectrotab Vice President, Engineering. Dan and I go back to 1987 when I hired him, at the tender age of 23, as the assistant to Cruisair Chief Engineer, Archie Marks. Then, in the mid 1990’s, shortly after I sold Cruisair, Archie retired and Dan took over as Crusair’s Chief Engineer in 1999. With Eddie Miller’s recent departure from Lectrotab, and Dan’s having resigned from Cruisair to pursue something else, Dan and I got wind of each other’s changes and came together beginning this week. Dan holds a B.S. in Electrical Engineering and has 8 years working directly with me and 20 years in the pleasure boating field, which is exactly where I have been for the last 48 years. I’m sure many of you know Dan and share our confidence that he will be a great asset to our success. The Lectrotab show team will be John Sniffin, Vice President and General Manager, Dan Roberts, Vice President, Engineering, Ned Sniffin, Operations Manager and me, the “Energizer Bunny”. But, when I finally wind down, Lectrotab will be in good hands with John, Dan and Ned, supported by Brian Arrington, in Sales and Operations, Travis Cologne, in Sales and Logistics, and Pat Keller managing production.

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