



MAILCALL

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January 20, 2006

It looks like we missed our MailCall deadline again! This holiday season was as festive as I have seen and it has been tough getting everybody back on the job. But we are here now and 2006 looks very interesting.

We are delighted to announce that Lewis Marine Supply, the most respected name in U.S. Marine Distributors, has entered the electromechanical trim tab market as a Lectrotab distributor for the U.S. East coast. Since the 1950's, Lewis has distributed Bennett but has never represented any other trim tab manufacturer until selecting Lectrotab to go in their 2006 catalog, in addition to the Bennett trim tab product line. They recognize that Lectrotab, as an electromechanical design, is a different product, and, as a worthy product, may nudge out the hydraulic approach, making Lectrotab a handy item for them to have. Our sincere thanks to Lewis Marine; we are very pleased.

Another turn of events for which we are extremely grateful is the decision by Bavaria Yachts to use Lectrotab on all of their models beginning this year. To have a yacht builder of Bavaria's stature, decide to use Lectrotab is a tribute to the Lectrotab product and to our company; we are grateful for the confidence and will service their needs proudly.

In the last MailCall of December 19, I mentioned that we are developing alloy tabs and a wireless control system. Both of these proposed products are now in service on our boat in prototype form, and are performing as expected. More later.

Oval update. As of mid February, we will be replacing the SETR-20 (gray) and SETR-21 (black) with the new programmable, multi-station SETR-50 (gray) and SETR-51 (black). Note the following:

1. The new Oval is a direct replacement for all previous Ovals.
2. The new Oval can be used by itself or in multiples, using the same model for master and remotes.
3. SETR-50 is gray and SETR-51 is black. Otherwise they are the same.
4. The new Oval has a plug on the back for the two conductor communications wire for multi-station installations. For a single station, this plug is not used.
5. The programmable software features stroke time adjustment from 4 to 12 seconds in 1 second increments. This programming is done with the control installed in the boat, using the switches on the face. All Ovals are shipped programmed for 8 seconds.

We will keep you posted on the alloy tabs and the wireless system. In the meantime, if your customers have constructive comments about these two ideas, let us know.

Next issue is Friday, February 3rd, so let us hear from you in the meantime. Use mailcall@lectrotab.com for your reply. Our responses will be quick.

Best Regards,

Lectrotab Sales