



MAILCALL

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February 25, 2005

Last week, I attended the Miami International Boat Show in Miami Beach and found the U.S. pleasure boating business to be alive and very well. For the last few years, the spotlight has been on new outboard motors but now its electronics from communications to navigation to finding fish. In the trim tab department, Lectrotab is still the newest product with the most complete line in the business. There was no sign of the Volvo "QL" trim tab effort in the show. We also have the best looking actuator design and NOW, we have the cleanest looking tabs in the business. Last month, we began fabricating most tab models using the laser cutting process instead of mechanical shearing. This not only produces an unbelievably clean cut, as compared to mechanical shearing, but allows us to cut any sort of shape for special applications.

In a month or so, the new Autoset keypads will have the upper center key nomenclature changed from AUTO RET to TABS UP, which we think is more descriptive of the key's function.

We have approved the layout and color for the new black face "Oval" control, which will be our model SETR-11. The product will be available in mid summer.

Sincere thanks to Sleipner, in Norway, A.S.A.P. in the Mother country and E.J. Milde in Australia for your recent orders which will be shipped from stock, we are happy to note.

Next issue is Friday, March 4th, but let us hear from you in the meantime. Use mailcall@lectrotab.com for your reply. Our responses will be very quick.

Best Regards,

Jeremy Crews
President