



MAILCALL

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May 7, 2004

We have some interesting comments on the formula we presented last week for determine the force required to deploy a trim tab. One point which was missed by several is very important. In the formula, if you leave out $(1 + A/100)$ you will get the force needed to deploy the tab. But the force the actuator needs to exert is usually more because the actuator is usually not pushing directly down on the tab, but pushing on an angle. Based on boat speed, tab size and tab deflection, let's say it takes 500 pounds to push the tab down. If the actuator is pushing straight down on the tab, it will only have to exert 500 pounds to do the job. However, if it is leaning, as it usually is when bolted to the transom, the force it has to exert at that angle is greater than the resulting force on the tab. Up to 30 degrees this additional force is roughly equal to 1% per degree. So, at 30 degrees the force is 30% greater, which is 500 pounds plus 30% or 650 pounds. This leaning effect is expressed by the $(1 + A/100)$ item. The practical lesson is, if you have a choice of securing the actuator to the transom at a 30 angle to the tab, or to the bottom of a swim platform directly over the tab with no angle, the actuator will be loaded 30% less and therefore last longer. Or it can deploy a larger tab, or the same tab at a faster speed, whatever may suit the situation. Keep the comments coming.

Our new brochure is here in proof form with final corrections being made today. Looks like we will have it ready by May 21st so let us know how you may need.

Congratulations to Hewes Boat in Colville, Washington, USA. Hewes builds boats from 16 to 26 feet and switched to Lectrotab in June 2000. To date, we have shipped 140 boat kits, (280 actuators) and are presently shipping about 10 kits per month. Hewes makes a high quality boat for serious fishing and the tabs get a workout. To date, every Lectrotab they have installed has performed effectively and reliably; we are very pleased.

More next week but let us hear from you in the meantime. Use mailcall@lectrotab.com for your reply. Our responses will be very quick!

Regards,

L. Jeremy Crews
President