



MAILCALL

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Friday May 13, 2005

As the Lectrotab product expands requests for special tabs seem to grow exponentially. Recognizing that we are dedicated to expanding the product line to suit all needs, we are now using laser technology to cut our tabs instead of the mechanical shearing process. Shearing is straight line and leaves less than a smooth cut, whereas the laser cuts are mirror smooth and can be programmed for any profile.

Current production laser cut tabs have very smooth edges and look quite spiffy. Custom tabs with angled hinges, tapered lines and unusually configured corners are now easily, smoothly, and quickly done with the laser approach. We can even cut your initials in the middle of the tabs if you wish.

Recently, here in the U.S., our competitor has been delivering a special tab and actuator to replace the Bennett short cylinder. To do this, they offer a 16" chord tab with the actuator lower bracket about 10" from the hinge. This puts the upper actuator bracket at the height of the 8" Bennett cylinder upper bracket, which is what they want to do, but this results in an actuator leaning forward at about 55 degrees from vertical. (Our standard configuration has our actuator at a 33 degree angle.) With this long tab and the actuator lying toward flat, the force against the actuator exceeds its ability at higher speeds, resulting in a stalled actuator, a partially deployed tab and insufficient bow down. So a word of caution. With all factors considered, our geometry is about right, so, alert us if you have a customer who plans to change things around; we'll be happy to work with him.

Next issue is Friday, May 27th, but let us hear from you in the meantime. Use mailcall@lectrotab.com for your reply. Our responses will be very quick.

Best Regards,

Lectrotab Sales