



MAILCALL

Email to Export Accounts
May 21, 2004

We are preparing a shipment of various kits and accessories for the Belgium Warehouse to be shipped next week. This warehouse facility is working well and we plan to support the facility with significant inventory. Greenwich Trade can fill you in on how to access warehouse inventory and how shipping is handled.

The new Lectrotab brochure goes to the printer today and we will promptly ship a generous quantity to Greenwich Trade for distribution to you. In the meantime, we will mail several copies directly to you and will post it on the Lectrotab website as well.

Recent tab application: A 40 plus MPH, 24' fishing boat was fitted with 9X12 tabs but the lift produced was insufficient to get the bow down with full fuel, 1800 pounds, and the two 250 HP outboards. The builder wanted to keep his cost down so began by trying the smallest tab he thought would work. When the selected 9X12 proved to be too small, the question was whether to move up to 9X18 or up to 12X12. As the formula we presented shows, tab width increases lift linearly, that is, double the width and double the lift. However, the formula also shows that to double the chord will quadruple the lift. So 9X18, with 50% more width, would produce 50% lift but 12X12 with 25% more chord would produce 77% more lift. Since the 9X12 was a lot short of getting the bow down, it was decided to use the 12X12 at 70% more lift. The 12X12 did a good job with a little bit to spare, which indicated that the 9X18 would probably not have been enough. We believe this boat now has the optimum tabs for performance and cost.

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