



MAILCALL

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July 23, 2004

We only have a few of the new “Oval” controls in prototype form but have been showing the product around. The reception has been very strong with genuine interest from everyone and orders already from most. One builder commented that the “Oval” covers his most ambitious wish list and then some. Interestingly, the feature which has been commented on by several, as sort of really neat, is the shape of the rubber covering which has a rim all the way around the outer, lower, edge which mates to the panel when installed. This rim is essentially a built-in gasket which eliminates the need for a separate gasket or sealer to complete the installation. In any case, we have a winner with the “Oval”. And by the time they copy it, we’ll have a better one.

We have a new U.S. builder on board. Southport Boats, in North Carolina, is a new company with a whole new line of very innovative boats, backed by some very impressive industry veterans. Production will begin in August at the rate of 400 boats per year. They looked at ‘em all and chose Lectrotab. We’re pleased.

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

Best Regards,

L. Jeremy Crews
President