



MAILCALL

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November 12, 2004

The METS Show is next and John Sniffin and his wife Kristi leave for the old world tomorrow. At least that's what they called Europe in the history book I had in grade school. But that was a long time ago; now, with Lectrotab trim tab products available in 12 of its countries, Europe is a new world and we're proud to be there with you. Sincere thanks from all of us to all of you. Sincere thanks as well to all of you in the rest of the world, throughout which there are 15 other Lectrotab enhanced countries where yachtsman are now living in a new world.

Thanks for everyone's great response to the Oval; it's on the waterways here in the U.S. and is performing well. For your convenience, the new Lectrotab display at METS has an operational Oval installed, along with our new rocker switches and the Autoset II.

As we approach the end of 2004, we see lots of interesting business headed our way for next year. In 1996, I designed the Lectrotab product because it was needed. Oil just isn't the way, and the other mechanical attempt doesn't work. My sincere thoughts, when deliveries first began in 1998, was that Lectrotab could displace all the others in 10 years. In your country, how dominant do you think Lectrotab could be by the end of 2008? And what specific things can we do to help get you there? I need to stay busy, so your comments would be appreciated.

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