



CSI Services
10 Marianne Drive
York, PA 17406

Date: December 29, 2010

Limpsfield Engineering Ltd
Unit 10 Airport Industrial Estate
Wireless Way
Biggin Hill, Kent, TN16 3BW

Subject: Limpsfield Demo Burner

Attention: Keith Knowles

Keith:

I wanted to write this letter to let you know how valuable the demo burner is to our sales efforts. Some time ago we sold a small Limpsfield burner for a C-B retrofit, but the customer couldn't shut down for several weeks, so the burner sat in our shop for a while. We began to bring prospective customers to our facility to show them what it looked like, and it became apparent that it was a wonderful sales tool. That is why I made the decision to purchase an LC 9 burner to use as a demonstration unit.

Your people did a great job in fabricating a special stand to set it on. We also made some simple modifications to the controller so that we can turn the burner on and simulate modulation with a potentiometer.

One person can easily lift the unit, so we put the burner in the back of our cars to show prospective customers. Sometimes we take the burner into the customer's facility and put it on a meeting table, or sometimes we just take the customer out in the parking lot and let him see it.

We have used it as a display in trade shows, and we use it for customer training as well. We recently took it to a meeting with a prospective customer and tore the burner down on the table to show him how easy it was to disassemble. The customer ate it up.

I would recommend that other Limpsfield Representatives consider purchasing a demo unit. It is not inexpensive, but for CSI it has proven to be a wise investment.



Demo Unit in CSI's Lobby

Regards,

Douglas J. Tyger

Douglas J. Tyger, PE
President