



NEWSLETTER

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CSI NEWS - JUNE 2006

Hello again to all of our clients and prospects – we hope that the warmer weather and longer days find you all feeling full of vigour just as we at CSI are!

The Economy....

... is apparently looking stronger through the first quarter with manufacturing, service and housing sectors all recording stronger than anticipated growth, whilst retail appears to be picking up (according to David Smith's column in the Times).

CSI have weathered the storm that was the January – March 'push' to complete its outstanding contracts, and as a result, recorded once more its' best set of results since commencing floor manufacturing.

We want to thank all of you sincerely for your continued support, and reiterate our ongoing commitment to each and every one of you – at CSI we know that our trade clients are our most important asset and we will continue to do all that we can to maintain our good reputation and highly prized relationships with you!

New Product

We have come across a product which lends itself to competitive, cost effective and quick to build, staircase enclosures and jumbo walls.



CSI Firewall being erected as a jumbo separating wall in a new factory environment - note the distinct lack of secondary framework required and the ease at which it appears to go up!

continued...



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The product is a modular panel comprising a skin of smooth steel sheet (white finish) with a dense 'styrene' type core which as well as being light and quick to install, also provides an excellent level of fire protection. We believe that where the need for aesthetic appeal is of lesser importance, it has many benefits over plasterboard partitions.

We are referring to it simply as "firewall" – please ask us for a price when the opportunity exists!

Capacity and Prices

You will be pleased to know that we are back to more realistic lead times now – generally 2-4 working weeks from drawing approval.

Both main and secondary steelwork prices have increased lately with further rises being mentioned – we will try to keep our prices competitive – if this means shopping around then so be it!

And Finally.....

We have a couple of new (extra) teams "on the go" now, so our capacity not only in the works, but also on site should now be enhanced.

We have begun to send out expectation sheets along with the fitters orders in order to remind the lads as to what we want from them in terms of their attitude, quality of work and level of customer service on site.

We shall also be forwarding a Project Appraisal form to you once the job is complete – we would very much like to see how you rate us – we really do intend to be the best mezzanine manufacturer in terms of the overall 'experience' in the market today – please help us!

Very best regards –

THE DIRECTORS & STAFF AT CSI