



NEWSLETTER

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CSI NEWS - JULY 2006

CSI TRADE LININGS

We don't often start our newsletter with 'sad' news, however on this occasion....well - Pat Hanley is leaving us on June 30th to go to pastures new. We wish him well and hope that he has the same positive impact at his new 'perch' as he did at CSI!

The good news is that as a consequence of Pat's departure, the Directors have decided not to replace him - rather to attempt to manage with Mat Barnett heading up the linings department with Graham stepping back into the fold in a supportive role.

The positive effect of this action will be to reduce our overhead and subsequent target turnover on linings - we hope to be able to provide noticeably more competitive prices for fire rating, partitions and ceilings along with a far more personal experience!



Steel Partitions

CSI are frequently asked for prices relating to single and double skinned steel partition installations. Whilst this has constituted only a very small part of our turnover in the past, we have decided to give greater consideration to this product - as not to do so would appear to be a missed opportunity.

Other Products

We are currently awaiting delivery of new brochures relating to the "foam cored" CSI Firewall product - we expect to be in receipt of this literature during the course of July/August - watch this space.

We have also turned up another supplier for the fully glazed, free-standing partitions which we alluded to in an earlier newsletter. As a consequence we now have a number of competitive suppliers who can provide us with this product (not, as you would expect, the proprietary manufacturers!) - please keep the enquiries coming as and when you have an application which calls for a more up market, aesthetically pleasing product.



Expertise & Experience

Finally, please remember that CSI were a fire rating and partitioning company long before we commenced floor manufacture.

We have a wealth of experience and expert knowledge where 'linings' are concerned and there are genuine savings to be made when purchasing floors and fire protection from a (genuine) single source!

Best wishes and good luck to all of you from the Directors & Staff at CSI!