



A LOOK BACK – A LOOK INSIDE – A LOOK AHEAD — LAMTEC 2012/2013

A LOOK BACK

An eventful year 2012 in which we have successfully worked together with our customers and business partners is drawing to a close. We would like to take this opportunity to look back together with you on this past year and also cast a glance at the challenges of the coming year.

In summer 2012, LAMTEC has successfully introduced its new compact flame monitor F300K (with SIL3) and a comprehensive range of accessories. This new development for application in complex combustion plants, suited for fuels such as oil, gas, dust, biomass, coal, and process gases was met with an extremely positive response from our customers. Also the feedback on other new LAMTEC products such as BT300, our new electronic fuel-air ratio control system, or our new development Lambda Transmitter LT3 for simultaneous measurement of O₂ concentration and oxidizing gas elements (CO/H₂), in exhaust gases of combustion plants within hyperstoichiometric ranges ($\lambda > 1$) clearly show that LAMTEC can successfully meet the challenges of tomorrow by providing state-of-the-art technology.

A LOOK INSIDE

Our newly developed products and also our well tried and tested LAMTEC burner control devices such as ETAMATIC, FMS and VMS have been in the focus of attention of numerous fairs in Germany and abroad where LAMTEC has exhibited its products in the past year. Besides AICHEM, LAMTEC actively participated at ISH Beijing, ISK Sodex Istanbul, SABIC Technical & Innovation Meeting STIM 10 in Saudi Arabia as well as at 44th Conference on Power Plant Technology at Dresden.

A LOOK AHEAD

Close and cooperative collaboration with our customers and business partners is at the core of the LAMTEC philosophy. It is your opinion which matters and only through your feedback on our past performance, we can breathe life into the idea of CIP and thus continuously improve our performance and better meet your requirements. We kindly ask you to participate at our **online customer satisfaction survey**. You can simply follow this link: [LAMTEC Customer Satisfaction Survey](#) All participants will go into the draw to win an iPad. Closing data for entries is February 28, 2013.

Our customers being the focus of all our activities are more than reason enough to continue our well established training series at beginners', advanced and expert level. In 2013 again, LAMTEC offers technical seminars for service engineers of our OEM customers in German, English and French language.

Due to the more than positive response to the seminar for employees of authorities, notified bodies and approved certification agencies we will hold this kind of seminar also in 2013. The exact date for this seminar will be published in January 2013.

Overview English language trainings 2013

18.03.2013- 22.03.2013

Training EN1 ETAMATIC (Beginners)

13.05.2013-17.05.2013

Training EN2 FMS (Advanced)

17.06.2013-21.06.2013

Training EN3 FMS (Mixed Combustion)

All information on our trainings, detailed training programmes and on online registration can be found here: [LAMTEC training courses](#)

With LAMTEC well equipped for the future

Besides the successfully achieved certifications for our products (e.g. SIL3, Germanischer Lloyd, GOST, UL, APAVE, see also previous issues of this newsletter) we are also prepared for the future in terms of premises. In spring 2012, LAMTEC Leipzig moved to its new location at Taucha, near Leipzig. Now, at this new location development and manufacturing of the product line flame monitoring systems are united under one roof. LAMTEC will celebrate the first anniversary of its new location Taucha directly after ISH Frankfurt. You will read more about this in one of the next issues of this newsletter.



We would like to take this opportunity to thank you for the good and cooperative collaboration of the past year. We wish you all a Merry Christmas and a happy and successful new year. We are looking forwards to continuing our cooperation in 2013.

Christmas holidays from December 24 to January 2, 2013. In urgent cases our technical support can be reached at +49 (0)6227 6052-33. Due to our annual inventory first deliveries in 2013 will be carried out from January 14, onwards. Please consider this in your order plannings.