

**Video Script Title: Getting the Most Out of Your
Portable Air Velocity Meter**

Client Kurz Instruments

Author: Tom Rivelli

Running Time: 20 min.

LEGEND:

Camera Angle Indicators:

CG: Character Generator

MS: Medium Shot

CU: Close Up

MCU: Medium Close Up

MLS: Medium Long Shot

LS: Long Shot

SUPERED: Superimposed
Over Video

Shot indicators are organized as follows at the top of each video column with details separated by slashes:

Shot # / Shot Time In Seconds / Source Tape # - Shot # On Tape

VIDEO

AUDIO

1/ FADE UP FROM BLACK TO COMPANY LOGO		FADE UP THEME MUSIC
---------------------------------------------	--	---------------------

2/ The fade up from black begins with a representation of the company logo and theme music, setting an upbeat, contemporary mood, characteristic of the high-tech nature of the Kurz product line. The video segways, with music under, into a fast paced collage of still shots, in time with the music changes and depicting product applications in various industrial settings. This is meant to arouse and maintain the attention and interest of sales prospects and customers right at the beginning of the program.		
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3/ FADE UP CG (CHARACTER GENERATOR) SUPERED OVER LAST STILL (of Model 440 or other popular model).		
----------------------------------------------------------------------------------------------------------------	--	--

4/ CG: Kurz Instruments Presents "Getting The Most Out Of Portable Air Velocity Meters"		MUSIC CONTINUES
-------------------------------------------------------------------------------------------------------------------	--	-----------------

5/ FADE DOWN TO BLACK AND UP TO...		ANNOUNCER BEGINS WITH MUSIC UNDER AND FADING SLOWING
------------------------------------------	--	-------------------------------------------------------------

6/ LS or MLS Signage and entrance to Kurz Garden Rd. location.		Welcome to Kurz Instruments, a company on the cutting edge of mass flow instrumentation and control technology.
-------------------------------------------------------------------------	--	--------------------------------------------------------------------------------------------------------------------------------------

7/ MLS Engineer and		To the veteran industrial user,
------------------------	--	---------------------------------

VIDEO

customer discussing
problem at work bench
with bench top wind
tunnel and/or other
proprietary hardware in
view.

8/

MS Engineer shows
sensor to same customer.

9/

CG:
Differential Pressure
Designs:
- Pitot Tube
- Orifice Flow Meter
(Large X's cover titles
in time with announcer)

10/

Large X over Pitot Tube
and Orifice Flow Meter.

11/

MS Probe series
displayed on cloth
backdrop.

AUDIO

Kurz Instruments means real world
R&D and product engineering, with
an accent on providing a
personalized response to a
customers' application needs
whenever necessary.

At Kurz we solve gas flow
measurement and control problems
with state of the art electronic
sensor technology.

More than twelve years ago Dr.
Jerry Kurz founded Kurz
Instruments after recognizing
that gas flow measurement devices
based on differential pressure
theory had seen their day.

Dr. Kurz and his co-workers set
out to replace the antiquated
Pitot Tube and Orifice Flow Meter
designs which were the convention
in industrial gas flow
measurement of the day.

The Kurz team revolutionized air
flow measurement by developing a
series of durable, compact,

VIDEO

AUDIO

11a/
CU Quick cut of
MetalCladJR probe

and highly accurate thermal
anemometer sensors.

12/
MCU Probe on cloth with
two sensors obvious. CG
delineates the two
distinct sensors.

When placed in the gas flow path
these probes provide a true "mass
flow" measurement by

CG:
-Ambient Temperature
Sensor
-Velocity Sensor
True Mass
Flow Measurements

automatically compensating for
both temperature and pressure
variations. The result is a
fast, accurate mass flow signal,
representative of the actual
number of gas molecules in the
flow.

13/
CU of same indicating
no obstruction. (no CG)

Kurz thermal anemometers present
less flow obstruction, and
thereby minimize problems with
particulate contamination.
Maintenance requirements are
greatly reduced.

14/
CU Stainless steel
anemometer on cloth.

This Kurz all stainless steel
anemometer can even be used under
hostile conditions: high
temperature, dirty corrosive
gases, yet still accurately
measure flows as low as 20 feet
per minute.

VIDEO

AUDIO

15/
Graph from pg. 3 of Win
87 Newsletter.

The signal output for Kurz
thermal anemometers is typically
linear over a 20 to 1 range,
instead of the square root signal
over a 4 to 1 range, which is
common in differential pressure
devices.

16/
MLS Four PAVM units on
cloth backdrop.

The Kurz Portable Air Velocity
Meter family combines these state
of the art sensors with the
latest in lightweight and
reliable electronic circuitry to
offer a measurement solution for
literally every conceivable
application.

17/
CG FADES UP SUPERED OVER
VIDEO: Food Processing,
Chemical, Foundry,
Hospitals, HVAC.
Processors (mylar, film,
rubber, etc.), Safety,
Utilities, Electronics

We'll be taking a look at the
versatility of each unit in a
number of actual field
applications. Seeing how others
have benefited using Kurz
portable air velocity meters will
help you get the most out of your
unit.

18
CU 490 Field
Application: NBS
documentation on a
workbench showing

NIST traceable calibration is a
standard feature on every Kurz

VIDEO

AUDIO

calibration certificate

air velocity meter. NIST, The National Institute of Standards and Technology, was formally NBS. Documentation is included with each and every unit sold.

19/
CU 490 next to NBS documentation, 4 AA batteries, and a pencil to show small size
CG DENOTES:

The series 490 mini anemometer is the most portable and lightweight unit in the Kurz Portable Air Velocity Meter lineup. It boasts a rugged steel housing and features the Kurz "DuraFlo-LP" low power sensor.

Series 490 with DuraFlo-LP Low Power Sensors

20/
CU 4 AA batteries.

It's low power consumption allows months of typical use on 4 standard AA alkaline batteries.

20a/
MS Taking a measurement between circuit boards or electrical equipment, and/or HVAC. (Still photo?)

The tough Carbon Glass Epoxy probe is non-conductive for applications flexibility. It is safe to use for measuring air flows between circuit boards and operating electrical equipment.

20b/
MS Operator taking a measurement in a clean room or under a fume hood (Exhibit Place).

The non-sparking feature of the probe also makes the 490 ideal for use in clean rooms and fume hoods.

20c/

VIDEO

AUDIO

FADE UP CG SUPERED: | In fact, the 490 is intrinsically
FACTORY MUTUAL APPROVED | safe and factory mutual approved.
|

REWRITE AUDIO, WHERE NECESSARY, TO FIT EXHIBIT PLACE VIDEO

21/
CU Red LED going on | The unit also features a red LED
| on/off indicator, which serves as
| a reminder to power the unit down
| when not in use.
|

23/
CU 490 probe and cable. | The Series 490 probe comes
Operator at field app. | complete with a sliding
slides down protective | protective shield for covering
shield | the sensor when not in use.
|

24
MS then, extends the | The 6 inch long, 1/4 inch
probe on the cable, and | diameter probe is mounted on a
begins... | 12 inch long coiled cable which
| extends to 6 feet. When ready
| to use just turn it on, hold the
| probe in the air flow and read
| the meter. No training is
| necessary.
|

27/
CU Operator changing | The series 490 is available with
range switch high to low | a wide variety of velocity range
during clean room or | options, offering the capability
fume hood application. | to measure wisps of air as low as
Or CG: | 20 feet per minute, or gale-force
Low/High Range | blasts of 10,000 feet per minute.
Standard |
|

VIDEO

AUDIO

Dual ranges are standard. Each unit includes a switch to select sensitivity between either a LOW or a HIGH range.

ADD RESULT OF MEASUREMENT HERE , BOTH VIDEO AND DIALOGUE ???
28/

CU Model 440 on tabletop or by fume hood

The next step up in features brings us to the multi-range, top selling Kurz Series 440 Portable Air Velocity Meter.

29/
CU Range selector knob face plate

Most models in the 440 series have four ranges, allowing a broad selection of air velocity ranges.

30/
CG SUPERED:
20 FPM to 12,000 FPM

Unmatched accuracy in measuring velocities up to 12,000 feet-per-minute is possible

NOTE: Use standard-feet-per-minute only when talking temperature or pressure.

31/
FADE CG SLOWLY

without losing the ability to just as accurately measure low flows down to 20 feet-per-minute.

32/
CU DuraFlo Sensor...

The key to this outstanding rangability is the rugged Kurz DuraFlo sensor, constructed of a combination of ceramic, platinum and epoxy materials.

VIDEO

AUDIO

33/

This sensor is rugged enough to clean with a brush, yet sensitive enough to measure puffs of air as slow moving as 20 feet per minute, 50 times slower than you walk across a room.

34/

CG:
DuraFlo Probe
Temperature Options:
Standard
-40 to 125
Degrees Celsius
HT -40 to 250
Degrees Celsius

The operating temperature range of the standard DuraFlo probe is minus 40 celsius to plus 100 degrees. The high temperature HT version performs from minus 40 degrees celsius to plus 250 degrees.

35/

CG SUPERED OVER STILL OF FUME HOOD (Dryden Engr.?)

CG:

Non-conductive DuraFlo Probe -- Model 440-CP

A non-conductive carbon glass epoxy DuraFlo probe, denoted by the CP model suffix, is available for measurements between circuit boards and electrical equipment. As with the model 490 non-conductive probe, the non-sparking feature is also very handy in fume hoods or clean rooms.

36/

MS Operator in front of fume hood

37/

MS Reversing shield to

The Series 440 probe is 13" long. By reversing it's shield the

VIDEO

AUDIO

extend probe	standard probe may be extended to 20 inches for greater reach. Optional extenders provide a longer reach: 24 inches, 36 or 48 inches.
38/ CU 440 with temperature setting visible	Other versatile options are also available to measure temperature and static pressure in ducts.
39/ Hand switches to temperature setting	Meters equipped with the temperature option can measure temperature by simply rotating the selector switch to the TEMP position.
40/ CU Meter reading of appropriate fume temperature	The meter then reads the probes temperature sensor directly as a temperature indicator.
41/ CU & MS Field app.: Static pressure measurement	To measure either positive or negative static pressure within a duct system, filter, or other pressurized or evacuated body, use the pressure attachment for the probe.
CG: Static Pressure Measurement Procedure	
42/ CU Hole in duct	First, drill a hole in the duct having a diameter greater than 17/64 of an inch, but less than

VIDEO

AUDIO

43/
CU Fingers feeling for
jet of air

1/2 of an inch.

Determine whether the duct is above ambient pressure, referred to as positive pressure, or below ambient pressure, a negative pressure. This is easily done at high positive pressures since a distinct jet of air can be felt with one's fingers.

44/
CU Hand holding limp
near the hole

If in doubt, take a limp piece of yarn and place it near the hole to see whether it is pulled into the duct depicting negative pressure, or is blown away from the duct for a positive pressure. Here we have negative pressure.

45/
CU Slipping pressure
attachment onto the
probe...

Slip the pressure attachment onto the probe as far as it will go.

46/
rotating to line up
axial scribe lines...

Rotate it until the scribe line on the pressure attachment lines up with the axial scribe line on the probe.

47/
tightening locking screw

Lock the pressure attachment in position with the locking screw.

48/

VIDEO

AUDIO

CU "plus" mark stamped into barrel of pressure attachment. Soft sponge gasket is in view.

Note that a "plus" mark is stamped into the barrel of the pressure attachment directly above the scribe line. A corresponding "negative" mark is located on the opposite side of the barrel. The soft sponge gasket will seal the pressure attachment against the duct in which the static pressure measurement is to be made.

49/
MS Operator turns range switch and places the pressure attachment nozzle over the hole

To make the measurement, turn the range selector knob to the "inches of water" scale. Firmly place the pressure attachment nozzle over the hole drilled in the duct with the negative mark facing the operator because the duct pressure is negative in this application.

50/
INSERT QUICK CU meter reading a value typical of static pressure...

The meter is now accurately displaying a static pressure reading of point zero 5 inches of water. (written 0.05)

51/
BACK TO MS (maybe)

52/
CU 441-A analog output

As an option an analog output

VIDEO

AUDIO

signal jacks on face
CG: Model 441-A
0 - 1.0 Vdc
Nonlinear Analog Output

signal is provided via specially
supplied jacks on the front of
the meter. This signal may be
used to drive an external device,
such as a chart recorder. The
suffix "A" added to any 440
series designation will delineate
this option, as in 441-A.

53/
MCU Chart recorder
device (or 440 in last
shot)

The output of this signal is from
zero to one volt DC, nonlinear;
it correlates to the full scale
of the highest range, however,
the signal is active for all
ranges selected. Appropriate
nonlinear signal data are
supplied.

54/
MS Model 1440 with
chart recorder at Linear
Output Field App.

Sometimes an application requires
a linear output signal, or even
more sensitivity and accuracy in
readings. In this case Kurz
offers the Series 1440, a
feature-rich series of digital
air velocity meters.

55/
MS 1440

The 1440 series is an ideal
marriage of analog and digital
technologies. The unit

VIDEO

AUDIO

55a/
CU Banana jacks on
front panel (get a shot
from a photo), or
possibly highlight jacks
on MS with effects box

56/
CG:

SCALED LINEAR OUTPUT:
0-100 FPS = 0-1.0 Vdc
0-200 FPS = 0-2.0 Vdc
0-100 Deg. Cel. = 1.0
Vdc

57/
MCU External devices
recording linear output
signal

|
| linearizes the output of it's
| rugged sensor,
|

| displays it on the large LCD
| display, and provides a linear
| voltage output through the female
| banana jacks on the front panel.
|

| This linear output ranges between
| zero and two Volts DC, but is
| scaled in engineering units to
| match the range selected. For
| instance, when the zero to one
| hundred feet per second range is
| selected, the linear output will
| be zero to one Volt DC. On the
| zero to two hundred feet per
| second range the linear output
| will be zero to two Volts DC.
| The zero to one hundred Degrees
| Celsius range yields a linear
| output of zero to one volt dc.
|

| This allows easy hookup of strip
| chart recorders, analog to
| digital interfaces for computer
| interfacing, data loggers, or any
| other equipment requiring a fast,
| linear, analog input.
|

VIDEO

AUDIO

58/ CU Digital display	The characters on the digital display are a full 7/10 of an inch high, easily read from across a room.
59/ CU Fast/Slow toggle with digital display in view	A SLOW/FAST toggle switch allows you to select the speed at which the digital display is updated.
60/ Finger changes switch to SLOW position	When flow is turbulent, select the SLOW position so that the display is updated every 3 seconds. This minimizes the distracting effect of rapidly changing digits. When flow is steady and laminar the FAST position may be used.
61/ CU Shows reading steady or moving to denote field condition	In smooth wind tunnel flows the digital indication is rock steady. In unsteady conditions the fast response Kurz sensor will accurately indicate turbulent flows. By using the hold switch, you can freeze the display to average multiple readings.
62/ CU Model 1440	With many digital features, and a

VIDEO

AUDIO

63/
CU Two shot of
MetalCladJR and
MetalClad sensors

CG: (denotes each)

MetalCladJR MetalClad

| responsive proven sensor, the
| 1440 gives fast, accurate
| measurements of air velocities
| ranging from 20 feet per minute
| up to 12,000 feet per minute.

| But to go one step further, the
| Kurz engineering staff realized
| that many people in the
| process-control industry need a
| heavy duty steel probe for tough
| applications. To accomodate this
| need, Kurz clad their time proven
| sensors in stainless steel
| jackets.

64a/
CU Cut to MetalCladJR
sensor

CG:

Heavy-Duty Applications
Model 1446 MetalCladJR

| In more heavy-duty industrial
| applications, such as
| environments thick in grit, dirt,
| or coal, choose series Model 1446
| with the Kurz MetalClad Junior
| sensor.
| This stainless steel epoxy
| mounted sensor provides the Kurz
| MetalClad durability required in
| hard-boiled industrial
| applications. An ideal choice in

VIDEO

AUDIO

64b/
Cut to CU MetalClad
sensor
CG:
Series 4440
MetalClad Sensor

| varied heavy-duty applications,
|
| such as when more than one
|
| individual uses the unit.
|
| For use in the most demanding of
|
| environments, Kurz is proud to
|
| offer the world's most rugged
|
| digital air velocity meter, The
|
| Series 4440, which boasts the
|
| ultimate in sensor technology, a
|
| Dual Pronged Metal Sensor that
|
| successfully solves the problem
|
| of thermally isolating the
|
| "temperature compensation"
|
| winding from the heated "air
|
| velocity" winding. In extremely
|
| high yet unstable temperature
|
| environments this provides
|
| unsurpassed temperature response
|
| time in addition to unsurpassed
|
| convenience and digital accuracy.

65/
MLS Heavy industrial
4440 field app.
(possibly EVA site)

67/
CG Supered over a
measurement in progress
at a dirty,
particulate-laden
environment

CG:
- Boilers

| The MetalClad sensor allows
|
| constant use of the instrument in
|
| dirty and particulate-laden
|
| measurement applications: around

VIDEO

AUDIO

- Utility Plants
- Pulp and Paper App's
- Paint and Coatings
- Coal Dust or Fly Ash

boilers and in utility plants, in
 pulp and paper applications, in
 air heavy with paints, coatings,
 coal dust or fly ash.

68/
 FADE CG Industrial site
 continues

The 4440 could even make
 measurements in a sandstorm, day
 after day, month after month,
 year after year. There is no
 other anemometer that can match
 it.

69/
 MLS EVA field site

The 4440 is also ideal as an
 in-situ calibrator with
 Electronic Velocity Array
 systems.

70/
 MS Operator at site
 screwing an extender on
 the probe

The unit includes a threaded
 probe extender designed to reach
 into a stack or duct by screwing
 together 18 inch long extender
 sections.

71/
 MCU Probe extending to
 EVA sensor

This long, heavy, one inch
 diameter probe extender provides
 the arm to co-locate the 4440
 sensor next to an EVA sensor.

72/
 CG SUPERED:
 Convenient QC
 Or Maintenance

By comparing readings, individual
 EVA sensors can be checked for

VIDEO

AUDIO

73/
MCU Foam padded carrying case with battery pack and accesories

CG:
Temperature Range and Two Velocity Ranges Standard

74/

75/
CG:
LIGHT MAINTENANCE:
1. Check/Recharge Batteries.
2. Probe cleaning.

| accuracy as part of an ongoing QC
| or maintenance program.

| Versatility is enhanced in all
| 4440's by the inclusion of a
| temperature range and two
| velocity ranges, as well as a
| foam padded carrying case for
| convenient portability.

| Excepting the AA battery powered
| 490, all Kurz anemometers have
| either internal Nicad batteries,
| or an external heavy-duty lead
| acid gel cel battery pack. An
| external 12 volt dc, 6 amp hour,
| lead acid battery pack supplied
| with the 4440, provides the extra
| power required to operate the
| metal sensor. The battery pack
| can easily operate the 4440 for a
| full day's use in the field, and
| it recharges quickly with the 110
| volt AC, 60 hertz charger that is
| included.

| Periodic maintenance requirements
| are minimal for all Kurz portable
| air velocity meters. There are

VIDEO

AUDIO

3. Periodic Calibration Check.	three aspects of routine maintenance to consider: Checking and recharging the batteries. Probe cleaning. And periodic calibration.
76/ CU 440. Hand turns range switch to BATT CK position...	All Kurz meters feature a battery test mode readily accessible from a single range switch.
77/ CU meter reads above BATT OK position	This allows a rapid, convenient test of battery conditions at any time, anywhere, with no need for guesswork; a further assurance of top performance.
78/ CU 490 low power sensor showing large diameter of opening	The relatively large diameter of the DuraFlo sensor renders it generally immune to particulate contamination in typical environments.
79/ MS Swishing 490 sensor in alcohol bath	If continued use in dirty environments necessitates cleaning of a low power sensor, simply immerse it in a bath of alcohol and swish it around. This will remove most dust and grime and restore the unit to normal operation. Do not touch a

VIDEO

AUDIO

80/
MCU Cleaning DuraFlo
Probe with camel hair
brush

|
| low power sensor coil with a
|
| brush or other object.
|

| The standard Duraflo sensor is
| quite large and rugged. A soft
| brush, such as camel's hair, and
| clean water, followed by an
| alcohol rinse, is all that is
| needed. All sensors should be
| dry before resuming operation.
|

81/
MCU Covering DuraFlo
Probe with it's shield

| When not in use always cover the
| dry sensor with the probe shield
| to protect it from contact with
| foreign objects or contaminants.
|

82/
CU Using wire brush on
MetalClad Sensor

| Clean the extremely rugged
| MetalClad Sensor with a fine wire
| brush, crocus cloth, or fine-grit
| emery cloth. Turn the 4440 off
| before cleaning, and for even
| greater safety, disconnect the
| sensor cable from the meter box.
|

83/
MCU Closing lid of 4440
carrying case

| Always store or transport your
| Kurz meter and probe in the
| appropriate carrying case to
| prevent shock damage.
|

84/
MS Tech calibrating a

| Factory calibration should remain

VIDEO

AUDIO

unit with Series 400
calibration system

stable for long periods of time.
However, depending on frequency
of use, to maintain NIST
traceability Kurz recommends an
annual calibration.

85/
FADE UP CG OVER VIDEO:

CALIBRATION AT:
- Kurz Factory
- Authorized Service
Center
- Your Location With
Kurz Calibrator

For calibration, units may be
either returned to Kurz
Instruments, sent to an
authorized service center, or
checked at

86/
CU Series 400 Air
Velocity Calibration
System

your location with a Series 400
air velocity calibration system.

FADE UP MUSIC SLOWLY UNDER
DIALOGUE FOR ENDING OPTION # 1

87/
MS Meter line on cloth
backdrop.

Yes, when it comes to portable
air velocity meters,

88/
CG FADES UP OVER VIDEO:
All Solid State
Rugged - Accurate
Repeatable - Fast
Measures 20 to 12,000
Standard Feet Per Minute

Kurz Instruments wrote the book.
All solid state and engineered
for ease of use, they are rugged,
highly accurate and repeatable,
have a fast response time, and
boast ranges from 20 to 12,000
standard feet per minute.

89/
CU 490 WITH CG:
True Mass Flow
Measurements

A meter line that gives true mass
flow measurements, from pocket

VIDEO

AUDIO

90/
CU 4440, CG REMAINS

|
| sized analog units,
|
| to sophisticated digitals with
|
| stainless steel sensors, Kurz has
|
| something for every conceivable
|
| application.

91/
MCU Quick cuts of three
categories of product
shots with CG
identifying each. CG
UNDER EACH: Mass Flow
Measurement, Mass Flow
Control, Electronic
Velocity Array

|
| In addition, Kurz offers a
|
| complete line of Mass Flow
|
| products with the diversity,
|
| flexibility, and experience to
|
| provide your complete
|
| applications solution.

FROM HERE ON USE EITHER ENDING OPTION, # 1 OR # 2

OPTION # 1: DR. JERRY KURZ ON-CAMERA

OPTION # 2: ANNOUNCER VOICE-OVER

OPTION # 1, DR. JERRY KURZ ON-CAMERA...

92/
MS FROM A SIDE ANGLE
Dr. Kurz sitting on a
swivel chair at a work
bench, with scientific
looking apparatus that
prospects will recognize
as a sign of excellence.

ANNOUNCER VOICE-OVER CONTINUES

|
| A steadfast and ongoing
|
| committmant to research and
|
| development assures you of having

VIDEO

AUDIO

92/
FADE UP CG SUPERED AT
BOTTOM OF SCREEN:

Dr. Jerry Kurz, Company
Founder

93/
Dr. Kurz turns to face
the camera as he is
about to speak

94/
CUT TO MCU OF DR. KURZ

| the best possible equipment that
|
| modern technology has to offer.
|

| Our founder and president, Dr.
| Jerry Kurz, is a graduate of
| Stanford University with a PhD in
| Thermodynamics. He personally
| stands behind this committmant
| through a hands-on approach to R
| & D and quality assurrance.
|

| Hi there. On behalf of the Kurz
| Team I would like to thank you
| for your interest in our fine
| family of portable air velocity
| meters. Here at the factory, my
| staff and I are dedicated to
| providing you with the most
| advanced, yet cost effective,
| solutions to your mass flow
| measurement and control needs.
| At Kurz Instruments we have a
| saying. "We solve problems, and
| in doing so, we sell products".
| Right now, I want to give you my

VIDEO

AUDIO

| personal assurance that our most
 | important product is a satisfied
 | customer. If you have any
 | questions regarding your own
 | unique requirements, why not put
 | our team to work for you. I
 | guarantee we'll do our level best
 | to get you squared away. You can
 | call us direct at our toll free
 | number, or you can contact one of
 | our many area representatives for
 | assistance.

| We are always happy to be of
 | service to you. Until then,
 | thanks again and so long for now.

95/
 FADE TO BLACK THEN LAP
 DISSOLVE TO CG OVER
 COLORED BACKGROUND:

| FADE UP MUSIC

For a free subscription
 to the "Kurz Quarterly",
 a newsletter designed to
 keep professionals in
 energy, the environment,
 and process control up
 to date on the latest
 developments, Call
 800-424-7356.

AFTER 30 SECONDS FADE VIDEO WITH MUSIC TO BLACK

| -- THE END --

VIDEO

AUDIO

OPTION # 2, ANNOUNCER VOICE-OVER

92/

CU R & D sign on door
(if it photographs well)
- door opens to show
engineer at work bench
with scientific looking
apparatus that prospects
will recognize as a sign
of excellence.

Here at the factory we are
dedicated to a steadfast and
ongoing R & D program in order to
assure you of having the best
possible equipment that modern
technology has to offer.

BEGIN SLOW FADE UP OF MUSIC UNDER DIALOGUE

93/

CU Hand on apparatus

Our mission is to provide the
most advanced, yet cost effective
solutions to your mass flow
measurement and control needs.

94/

Segway into a collage of
shots that have a high
tech look and will
motivate action from
sales prospects. Lots
of people shots -
personnel who are
studious and hard at
work for the customer.

The Kurz Team would like to take
this opportunity to thank you for
your interest in our fine family
of Portable Air Velocity Meters.
We are only a phone call away.
So if you have any questions
regarding your own unique
requirements, why not put our
team to work for you. At Kurz
Instruments we have a saying "We
solve problems, and in doing so,
we sell products". And we truly

VIDEO

AUDIO

|
| feel that our most important
|
| product is a satisfied customer.
|
| You can call us direct at our
|
| toll free number, or you can
|
| contact one of our many area
|
| representatives for assistance.
|
|
| We are always happy to be of
|
| service to you. Until then,
|
| thanks again and so long for now.
|

95/
FADE VIDEO TO BLACK THEN
CUT TO COMPANY LOGO

| MUSIC IS FADED TO FULL UP AND
|
| CONTINUES
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FADE LOGO THEN CUT TO
CG:
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AFTER 30 SECONDS FADE VIDEO WITH MUSIC TO BLACK

| -- THE END --
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