**Related to the AT Series**

1. **When will the AT Series transmitters be obsoleted?**
   1. The AT Series will move to obsolescence in the next few months. If you have not started moving your customers to the LMT, you need to do so immediately.
2. **What if I have the AT Series on the AVL for one of my accounts?**
   1. An announcement went out in May of 2017 urging Sales and Account Managers to start moving their customers with AVLs to the LMT. If you have not started, or if you need assistance with the move, please contact either Tom Leblanc or Charles Richard and we will help you.
3. **How long will there be spare parts support for the AT Series?**
   1. Spare part inventory is planned for up to 7 years.

**Related to the LMT Series**

1. **Will the LMT directly replace the AT Series?**
   1. Yes. In fact, it has a smaller footprint compared to the AT Series.
2. **Where is the LMT produced?**
   1. The LMT is already being produced at the Warminster and Shanghai factories
3. **Is the LMT pricing on ConfigureX?**
   1. Yes, the LMT has been on ConfigureX since the North American launch in February of 2017
4. **Are these demo kits available for the LMT?**
   1. Yes. The Demo Kit #1 has been changed to include the LMT instead of the AT. Pricing available on Config X.
5. **What if I have an existing Demo Kit #1 with an AT transmitter on it?**
   1. That demo can be refurbished to include the LMT and further upgrades. Please contact the factory to get a quote and arrange for the upgrade.
6. **Are there demo kits I can borrow?**
   1. In order to be successful, a salesman needs tools. These tools include demo kits. All LSU’s should have demos, but if you need to rent or borrow one, please contact the factory to arrange for one to be shipped to you.
7. **Does the LMT have all of the approvals that the AT had?**
   1. Yes, the LMT has ATEX, IEC, cFMus, and NEPSI approvals. EAC, PESO and INMETRO are in process.
8. **Is the price of the LMT higher than the AT?**
   1. No. The LMT is priced to gain market share. You are avble to offer a superior product to your customer at the same price as the old product.
9. **I’ve heard the LMT is easier to tune compared to the AT. Is that true?**
   1. Absolutely. The LMT tuning is all conducted through the HMI, DTM, FDI, handheld communicator or customer control system. No longer will your customer need to know how to use an oscilloscope or have to be at the device in order to perform tuning.
10. **Is the LMT certified for use in SIL2/3 installations per IEC61508?**
    1. Yes. The LMT is certified. The certificate is available on the website and the Safety Manual has all of the required data for performing SFF calculations.
11. **Does the LMT have all of the protocols the AT Series had?**
    1. Yes. The LMT is 4-20mA HART 7, FOUNDATION Fieldbus ITK6.3.0. These are both upgrades compared to the AT Series. Additionally, we will have MODBUS and Profibus PA by the end of the year.