

June 15, 2007

DEALER MANAGEMENT LETTER

DML: # 12-07G

Subject: Complete list of Obsolete Orion Sodium Products with Replacements

Dear Valued Customer,

Thermo Fisher Scientific has announced the Orion 1811A0 Cation Sodium Monitor has been selected for obsolescence effective July 15, 2007.

The Orion 1811EL Low Level Sodium Monitor was obsolete as of January 1, 2007.

Building upon over 35 years of the Orion legacy in electrochemistry innovation, now setting a new standard in the process monitoring industry the **New Orion 2111XP Sodium Monitor** incorporates innovative technologies with outstanding performance to exceed all sodium monitoring standards. We hope that our distributor network will share in the excitement and work towards a successful transition to the Orion 2100 Series Sodium Monitor Series.

Thermo Fisher Scientific will continue to support the 1811EL & 1811AO platform for all consumables and after market spares. In an effort to standardize both the 2100 series platform and 1800 series platform on Di-isopropylamine reagents using the new diffusion tube assembly- many of the consumable catalog numbers for the 1811EL are now obsolete. In Addition (2) **New consumable kits** are available to help our customer's transition their 1811EL and older 1811LL systems from Monoethylamine to Di-isopropylamine reagent.

Please use the ordering chart below for the new replacement catalog numbers and to find the appropriate DIPA consumable package or DIPA accessory product. We believe that our customers that own both the 1811EL and 2111LL sodium platforms will find this ordering number consolidation will simplify the ordering process and help manage the operational requirements for either sodium analyzer.

Obsolete Thermo Cat. No.	New Thermo Cat. No.	Description	Sodium Analyzer Compatibility
1811EL	2111LL 2111LLEN 2111XP 2111XPEN	Ionplus® Low Level Sodium Monitor- Only Ionplus® Low Level Sodium Monitor- with protective enclosure 2111XP Sodium Monitor- Only 2111XP Sodium Monitor- with protective enclosure	2111LL 2111LLEN 2111XP 211XPEN
181190	211190	One (1) X 0.8L Bottle of DIPA reagent with (211194) tubing	1811EL 2111LL 2111XP
181191	211191	Six (6) X 0.8L Bottle of DIPA reagent with (211194) tubing-	1811EL 2111LL 2111XP
181194	211194	One (1) Diffusion Tube Assembly for DIPA reagent	1811EL 2111LL 2111XP
	181195	DIPA Retro-Fit Kit includes one (1) reagent bottle adapter (2111RBA) and 1800 Series protective reagent shelf	1811EL
	181192	Sodium Consumable Kit for annual operation of 1811EL- includes upgrade for (211194) new style diffusion tubing and (2111RBA) reagent bottle adapter.	1811EL
	21LL53	Consumables kit for 1 year for 1811EL (Software Revision 9.0)- contains Diisopropylamine reagent	1811EL
	211153	Consumables kit for 1 year for 1811LL (Not Using Software Rev 9.0)-contains Diisopropylamine reagent	1811LL

Additional Benefits of Using DIPA reagent over MEA reagent:

- Pure Di-isopropylamine (DIPA)
- Passively diffuses through silicone rubber tubing into sample
- 4-in (10-cm) length of tubing resides in head-space above liquid (MEA required 4 ft (1.33M) of tubing)
- Constant DIPA vapor pressure assures constant pH over life of reagent
- Strength of DIPA as base varies inversely with temperature, so pH remains constant even when temperature changes diffusion rate
- DIPA used to exhaustion so waste disposal reduced
- Available in pre-packaged bottles for safe, convenient replacement
- Lasts 60 days at 25 deg C

If you have any technical questions or concerns please feel free to contact your local Thermo distribution representative or contact Customer Support for Orion products at 800-225-1480 or www.thermo.com/water

Best,



Erin White
Senior Product Manager