

September 28, 2006

DEALER MANAGEMENT LETTER  
DML#: 15-06 G

**Subject:** Orion Diffusion Tube Upgrade Promotion for 1811EL- DIPA

To Our Valued Customers:

Orion Process Products from Thermo Electron Corporation is pleased to announce an upgrade promotion for the 1811EL Sodium Consumables containing Di-isopropylamine (DIPA). This promotion is valid through December 31, 2006.

In order to use the new diffusion tubing assembly (Cat No. 211194) with the 1811EL platform for use with DIPA reagents- customers must simply upgrade the reagent bottle cap adapter, Cat. No. 2111RBA. Thermo Electron is offering a Free reagent bottle cap adapter (2111RBA) with the purchase of the following DIPA consumables- when purchased before December 31, 2006.

Effective immediately, the older version of the DIPA consumable kits (181190 and 181191) and DIPA accessory products (181193 & 181194) are obsolete and are no longer available. See table below for detail.

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.

Thermo Electron also offers the following consumable and accessory products to support both sodium analyzer platforms. For the most complete ordering and technical information- please visit [www.thermo.com/water](http://www.thermo.com/water) and select the link for the On-Line Electrochemistry monitors.

Obsolete Thermo Cat. No.	New Thermo Cat. No.	Description	Sodium Analyzer Compatibility
181190	211190	One (1) X 0.8L Bottle of DIPA reagent with (211194) tubing- <i>includes free (2111RBA) upgrade adapter</i>	1811EL & 2111LL
181191	211191	Six (6) X 0.8L Bottle of DIPA reagent with (211194) tubing- <i>includes free (2111RBA) upgrade adapter</i>	1811EL & 2111LL
181193	2111RBA	One (1) Upgrade Reagent Adapter for DIPA reagent	1811EL & 2111LL
181194	211194	One (1) Diffusion Tube Assembly for DIPA reagent	1811EL & 2111LL
	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 <i>upgrade for (211194) new style diffusion tubing and (2111RBA) reagent bottle adapter.</i>	1811EL

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](http://www.thermo.com/water).

Thermo Electron Corporation appreciates your continued support and commitment to the Orion products.

Best Regards,



Erin White  
Process Product Manager