

September 28, 2006

Promotion Announcement: Diffusion Upgrade for 1811EL On-Line Sodium Monitoring Systems.

Dear Valued Customer,

Thermo Electron Corporation-Orion Process Products is pleased to offer this upgrade program to our loyal customers who have made significant investments in our sodium products over the years.

We recognize that today's power producers are faced with limitations in resources and budgets to maintain and operate their critical water analysis instrumentation to the highest standards possible- so our primary objective is to provide components that are easy-to-use, and cost-effective as possible. We believe that our customers will benefit greatly from the enhanced reliability; increased productivity and superior performance available with our newly innovative diffusion tube assembly developed for the new 2111LL Sodium platform. We encourage all 1811EL Sodium analyzer customers to contact their local Orion sales representative to take advantage of this generous upgrade program. Orders must be received by December 31, 2006 to be eligible.

By upgrading their existing systems, our customers can leverage the benefits of utilizing reliable and cost effective components from a trusted name in trace sodium detection. Our method of passive reagent addition through this new innovative design of diffusion tubing has many unique advantages:

- ∞ Consistent reagent addition without expensive mechanical valves
- ∞ Increased tubing lifespan by ensuring proper position in the headspace of the Reagent bottle
- ∞ Easy to install and change on bi-monthly schedule - does not require specialized training to use or maintain
- ∞ The robust connection mechanism utilizes an innovative "twist-and lock" which ensures proper positioning for bullet-proof operation
- ∞ Inexpensive assembly - hundreds less than solenoid valve maintenance fees

We hope that our valued customer base finds this promotion both beneficial and valuable in helping to reduce maintenance and operating costs in their 1811EL sodium systems. Our customers continued satisfaction and the optimal performance of our Orion Process products is a goal that we strive towards each day.

As we look toward the future for exciting advancements in instrument technology and design- we feel it was important to stop and recognize our existing customer base as the driving force for our continued success within the industrial market.

We will continue to support and build upon the loyal customer foundation that has been constructed over the past many years as we move into next generation of instrument platforms.

We thank you for your continued support.



Erin White
Process Product Manager
Thermo Electron Corporation
Environmental Instruments
Water Analysis Instruments
Phone: 978-232-6145
Email: erin.white@thermo.com