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Mr S Lowther  
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Our Ref: CK/BJO

14 October 1993

Dear Mr Lowther,

Thank you for returning the reply paid card sent by ISA in France expressing your interest in our range of spectrofluorometers. I have pleasure in enclosing details of the Spex FluoroMax and Fluorolog range of spectrofluorometers available from Instruments S.A.

The FluoroMax is a totally new, high performance spectrofluorometer offered in a convenient, economical package. The outstanding photon counting detection system, fast scanning, ease of use and high sensitivity makes the FluoroMax an impressive analytical tool. Controlled from an IBM PC compatible computer and the powerful user friendly DM3000 software, the FluoroMax allows you to acquire data with maximum ease and efficiency.

For more exacting requirements there is the Fluorolog range of spectrofluorometers.

The Fluorolog is designed around a modular concept giving a wide range of configurations to choose from:

- 450W or 150W xenon arc lamps
- Single or double monochromators for excitation or emission
- Single or double beam sample compartment
- Cooled or uncooled photomultipliers
- Life-Time accessory

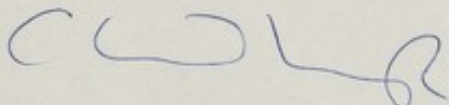
These components when coupled to photon counting detectors makes the Fluorolog 2 series of spectrofluorometers sensitive to ultra low signal levels. In addition there is full microprocessor control and signal processing with the DM3000 Spectroscopy Computer. A comprehensive range of accessories, including a phosphorimeter attachment, T-formation polarisation analyser and radiometric correction are available.

There is now a variety of microscope interfaces for the Fluorolog 2 series. These allow direct coupling for epi-fluorescence with a photometer or you can use fibre-optics to direct the emission from the sample back into the spectrofluorometer to allow emission scans.

The modular concept of the Fluorolog coupled with the wide range of accessories available make the Fluorolog ideal for a wide range of applications and modified versions of the Fluorolog 2 can be used for cation measurements using Fura-2 and other dyes.

If you require further information or a demonstration, please do not hesitate to contact us.

Yours sincerely,

A handwritten signature in blue ink, appearing to read 'C Kemp', with a stylized flourish at the end.

Christopher Kemp

Encs: P22, P20, P66.