

EcoSense® Expansion

New models with added memory and USB port

YSI EcoSense New Product Launch Kit
Release Date: March 2018

Dear YSI Selling Partner,

YSI is pleased to announce the release of four new EcoSense® handheld instruments - the pH100M, DO200M, ODO200M and EC300M. These meters have expanded features over the 'A' models for customers that need a little more out of their water quality meter.

The "M" stands for memory, as these new handhelds have 5x the memory of the "A" models. The "A" models can hold 50 data sets, where the new "M" models can hold 250 data sets. In addition, the 'M' models feature a built-in micro-USB port so customers can export data directly to a PC. The driver is built into the handheld so customers won't need to deal with software installation and setup on their PC. All they'll need to do is connect the instrument and copy the .csv file over to the PC!

The new "M" versions have the same performance specs as the "A" models plus the following features:

- Waterproof micro-USB port for transferring data to PC; no software required
- 250 data sets; 5x the "A" models
- Real-time clock for date/time stamp of saved data
- User-selectable recalibration prompt provides reminder to calibrate

I want to point out that this is an expansion to the EcoSense product line. YSI will offer both the 'A' and 'M' models going forward. The 'M' models are at a higher price point so I expect that you will continue to have customers interested in the 'A' units for high quality data at an affordable price, without the extra features.

We have included kits as part of this release (meter, probe, cable and carrying case). The new meters are compatible with the existing probe and cable assemblies. The new "M" models do not replace the "A" models (i.e., the "A" models are not being discontinued). Also, the cable/probe assemblies for the "A" models will also work with the "M" models and no new probe/cable assemblies are being released.

YSI is focused on providing the most reliable and cost effective instruments for use in a wide range of applications. We look forward to mutual success introducing more exciting products as part of the EcoSense product line.

Please contact me at any time with your comments and feedback about YSI products and services. I truly value your input.

Sincerely,

Laura St. Pierre

Product Manager



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Product Overview

The YSI EcoSense instruments provide accurate data in the most affordable format. The "M" stands for memory and the instruments feature a real-time clock, larger memory and simple data transfer to a PC with a built-in USB port. These instruments are:

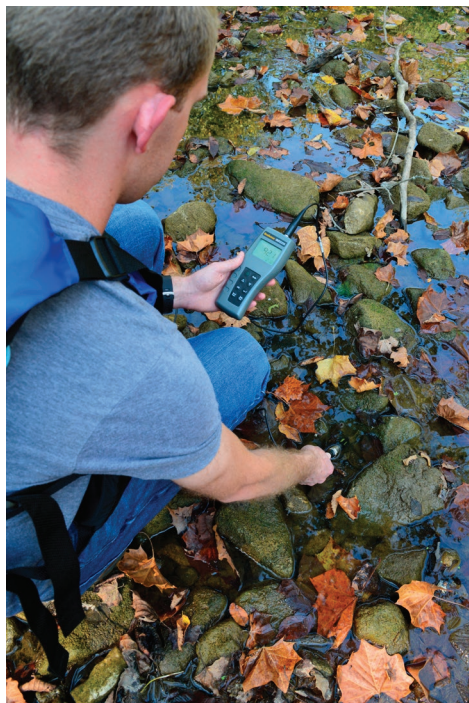
- pH100M - pH, mV, temperature
- DO200M - dissolved oxygen (membrane-covered sensor), temperature
- ODO200M - dissolved oxygen (optical-based sensor), temperature
- EC300M - conductivity, specific conductance, total dissolved solids, salinity, temperature

Features only available on "M" models:

- Real-time clock
- Waterproof, micro-USB port
- 250 data set memory with date/time stamp
- User-selected re-calibration timer

Features on both the "A" and "M" models:

- 1-year instrument warranty
- Waterproof case, IP-67
- Submersible waterproof cables
- Large displays
- Low battery indicator
- Automatic shutoff after 30 minutes of inactivity
- Quick, simple calibrations
- CE compliance



Product Release Information

The EcoSense "M" handhelds are available for order. The ODO200M is available for immediate shipment. The pH100M and EC300M units will be available to ship in mid-April. The DO200M units will be available to ship in early May. We encourage you to place your demo orders. Demo units will provide product exposure to your sales team and customers which will help introduce these products.

Included with this launch kit:

- Updated price list
- Images
- Spec sheets
- Catalog & web copy
- Manuals

Digital color studio photos of the EcoSense are included with the release package. If you require photographic media in any format, please contact Theresa McGeady (theresa.mcgeady@xyleminc.com) in our Marketing Department.

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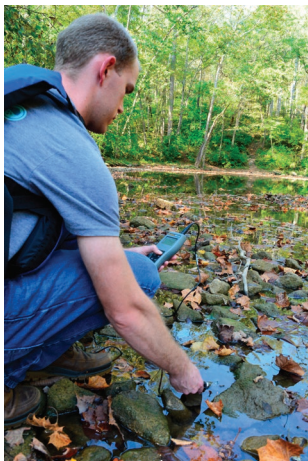
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EcoSense 'M' Model Ordering Guide

YSI Model No	YSI Item No	Description	Orderable	Ship Date
Optical Dissolved Oxygen Instrument & kits (uses optical DO probe)				
ODO200M	601023	EcoSense Optical Dissolved Oxygen & Temp instrument only	today!	Now
ODO200MCC-01	601024	EcoSense Kit with ODO200, 1 meter probe and carrying case	today!	Now
ODO200MCC-04	601025	EcoSense Kit with ODO200, 4 meter probe and carrying case	today!	Now
ODO200MCC-10	601026	EcoSense Kit with ODO200, 10 meter probe and carrying case	today!	Now
Dissolved Oxygen Instruments & Kits (membrane-style electrochemical instruments)				
DO200M	601027	EcoSense Dissolved Oxygen & Temp instrument only	today!	May 15th
DO200MCC-01	601028	EcoSense Kit with DO200M, 1 meter probe/cable and carrying case	today!	May 15th
DO200MCC-04	601029	EcoSense Kit with DO200M, 4 meter probe/cable and carrying case	today!	May 15th
DO200MCC-10	601030	EcoSense Kit with DO200M, 10 meter probe/cable and carrying case	today!	May 15th
Conductivity, Salinity, TDS Instrument				
EC300M	601034	EcoSense Conductivity, TDS, Salinity, Temp instrument only	today!	May 1st
EC300MCC-01	601035	EcoSense Kit with EC300M, 1 meter probe/cable and carrying case	today!	May 1st
EC300MCC-04	601036	EcoSense Kit with EC300M, 4 meter probe/cable and carrying case	today!	May 1st
EC300MCC-10	601037	EcoSense Kit with EC300M, 10 meter probe/cable and carrying case	today!	May 1st
pH/ORP/mV Instrument				
pH100M	601031	EcoSense pH, mV, Temp instrument only	today!	May 1st
pH100CCM-001	601032	EcoSense Kit with pH100M, 1 meter probe/cable and carrying case	today!	May 1st
pH100CCM-04	601033	EcoSense Kit with pH100M, 4 meter probe/cable and carrying case	today!	May 1st



Confidential Notice:

Information and data embodied in this launch kit are strictly confidential and are supplied on the understanding that they will be held confidentially and not disclosed to third parties without the prior written consent of YSI.