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Season's Greetings



It's the end of another prosperous year with the holiday season upon us once again. Merry Christmas to all and a Happy New Year! We have good reason to celebrate at TPS with yet another record year of sales largely due to our active distributors like you. I would like to take this opportunity to thank all of our distributors and their staff for their efforts during this year. Well done! 

Over the past year I visited most Australian capital cities, to provide support and training. It was great to meet everyone and to chat about our products and business in general. Thank you for your generosity. You have provided some valuable feedback, which we will use to make improvements at TPS. 

Staff in the TPS workshop have been busy recovering stock levels after peak demand earlier this year which depleted most reserves. This has enabled us to speed our despatch time since most items are ex-stock. 

Lastly, please be advised that TPS will close over the holiday season from Monday, 27th of December until Friday, 7th of January 2004 and re-open on Monday 10th January 2005. Happy Holidays! 

Scott Misener.

In this Newsletter :

- **New Model WP-88 Turbidity Meter**
- **Material Safety Data Sheets now on TPS Web Site**
- **Certificates of Calibration now available from TPS**
- **Certificates of Analysis now available from TPS**
- **Probe Upgrades for Standard Kits**
- **Upcoming Price Rise**

Certificates of Calibration now available from TPS.

Another requirement of many laboratories' QA systems is to have Certificates of Calibration on file for all instrumentation.

TPS is pleased to announce that Certificates of Calibration are now available for all instruments manufactured by TPS. Simply go to the [Calibration Certificates](#) page on the TPS Web Site, complete the request and click submit. The Certificate of Calibration will be emailed to you by the end of the next working day.

[Click to go to the Calibration Certificates section of the TPS Web Site.](#)

Certificates of Analysis now available from TPS.

In addition to the Certificates of Calibration for instruments, TPS now also provides Certificates of Analysis on request for Buffers and Standards.

Go to the [Certificates of Analysis](#) page on the TPS Web Site, complete the request and click submit. The Certificate of Analysis will be emailed to you by the end of the next working day.

[Click to go to the Certificates of Analysis section of the TPS Web Site.](#)

Probe Upgrades for Standard Kits

In response to the many requests we receive to upgrade pH and Conductivity sensors in instrument kits, TPS is now offering a standard part number and price for these upgrades. Please see the ordering information below for the first two upgrade items we have introduced. The price is simply the difference between the prices of the two sensors involved. More will be added, if demand warrants it.

Stock Code	Part No	Description	List Price (ex-GST)
EPSWAP	121200	Upgrade standard 121207 pH sensor to 121234 Intermediate Junction pH Sensor (1 metre cable, BNC plug)	\$ 65.00
ECSWAP	122400	Upgrade standard 122201 k=1 Conductivity sensor to 122219 k=10 Conductivity (1 metre cable, 6 pin W'Prf plug)	\$ 79.00

Upcoming Price Rise

It has been over two years since our last general price rise. However, as wages and component costs continue to increase, it has become necessary to apply a general price rise to the TPS price list. We are very aware of the price competition in the scientific instrument market, so we have tried to minimise the rise wherever possible. The prices of many items has not changed, and some items have increased by as little as 1%.

One good news item is that TPS has now been granted full OEM status by YSI. The resultant cost reduction means that you will receive the full distributor discount and quantity breaks for YSI sensors purchased from TPS, instead of the previously limited discount.

The new TPS Price List will take effect from 10-Jan-2005, and can be downloaded below.



[TPS Price List in Microsoft Excel format.](#)
(Has inbuilt hyperlink navigation for product categories)

Hint : Right click on a link, then select "Save Target As..." or "Save Link As..." to save the file to your own computer.

TPS Pty Ltd

4 Jamberoo St, Springwood,
Brisbane, Australia, 4127

Phone Australia (07) 32 900 400
International +61 32 900 400
7

Fax Australia (07) 3808 4871
International +61 3808 4871
7

Email tps@tps.com.au

Web www.tps.com.au



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Date of Issue : 14-Dec-2004.