
September 20th, 2013

Dear Micron Optics' Customer,

First of all, thank you for your business and support. We have enjoyed working with you and contributing to the success of your programs and look forward to continuing to do that.

We are reaching out to you via this letter to inform you of two exciting new trade-in programs we have just announced that we think you will be interested in.

The first trade-in program is for sm125 instruments with "version 1" hardware. This particular model of sensing interrogator, like all of our instrumentation, was designed for long-term operation in the field. But because several internal electrical components are no longer manufactured and cannot be replaced, we introduced the sm125 "version 2" design in the 2007 timeframe. We encourage you to consider upgrading your instrument(s) to the current sm125 hardware version 2. Not only is this unit identical in terms of performance and quality, but also comes with a one-year warranty as well as a few new hardware and software features.

The details are as follows: going forward, we will extend a significant discount of 40% on any new sm125-v2 optical sensing interrogator if you return an sm125-v1. Alternatively, you can upgrade your unit to a refurbished sm125-v2 for an even greater discount.

The second trade-in program is a little different and unlike anything in the industry. Through the end of 2013, **we will be accepting trade-ins of optical sensing hardware from other FBG-based optical sensing instrument manufacturers.** The simple fact of the matter is that we believe we make the highest quality, highest performance instrumentation available today and we want everyone working in fiber optic sensing to have a chance to own our equipment. The details are simple: we will accept in trade for a new Micron Optics sensing instrument of similar configuration, any product that was designed specifically for fiber FBG-based optical sensing that is in good working order and less than five years old. Trade-in value of up to 40% off a new instrument will be assessed based on the specifics of each trade offer.

Please share the details of these offers with your colleagues working in fiber optic sensing. Of course some conditions and restrictions apply, so please contact me or your Micron Optics regional sales representative for further details or to arrange your trade-in and we look forward to hearing from you.

Warm regards,

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