



December 1, 2008

Re: **Innov-X Systems Special Offer to AAFA**

Dear Association Member,

In response to the impending Consumer Product Safety Improvement Act of 2008 (H.R. 4040) passed into law earlier in 2008, Innov-X Systems is pleased to present the **Import Guard**; A simple to operate, handheld unit specifically designed to non-destructively analyze a variety of materials for lead (Pb), and other heavy metals.

Innov-X is a leading worldwide manufacturer of portable metal analyzers. We have thousands of systems in the field used by manufacturers, regulators and inspection companies specifically for non-destructive, elemental analysis.

The Import Guard offers numerous advantages:

- **Analysis:** X-ray tube based XRF that provides point & shoot analysis, for unsurpassed detection of critical metal contaminants: Pb, Cd, Br, Hg, As, Cr and 20+ additional elements.
- **The Choice of the Inspection Community:** Innov-X XRF systems are in use by the US Customs Service for border inspections, the Food & Drug Administration for food-related imports, Dept. of Energy for global nuclear non-proliferation activities, and the EPA for testing contaminated soil, water and airborne particulate.
- **Lead paint analysis:** The only non-isotope XRF to receive an EPA Performance Characteristic Sheet for residential lead paint testing. No other x-ray tube-based system is accepted for residential lead paint testing.
- **Safest operation:** Operating at 40 kV or optionally 25 kV for lead analysis, the Innov-X handheld XRF offers the safest option for radiation emission.
- **Unsurpassed experience:** Innov-X has delivered thousands of handheld XRF systems for the RoHS/WEEE and other environmentally-driven regulatory applications. Put our experience, service and global support network to work for you!
- **Field Hardened:** The *Import-Guard*SM offers a vivid color, touch screen display - provides reliability & ease of use in field environments. Available with a PDA processor, or as a sealed, fully integrated package.

Feel free to call our offices or myself at 781-938-5005 with any questions you may have.

Sincerely,
Innov-X Systems, Inc.

Monet MacGillivray

Monet MacGillivray
Director of Eastern Operations

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48 Cd Cadmium 112.411	79 Au Gold 196.96655	80 Hg Mercury 200.59
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Innov-X Systems Price Quotation # MMAAFA

All systems include the standard hardware & accessories listed below. Each system includes a dedicated analytical package, plus: Handheld analyzer featuring miniature x-ray tube, high-resolution detector system (< 200 eV FWHM at 5.95 keV Mn spectral line), 2 Li-ion batteries, battery charger, waterproof, rugged carrying case, calibration standards, standardization reference sample, Microsoft ActiveSync software for automatic transfer of data to Desktop PC, integrated pocket PC provides data download capability plus direct, touch screen entry of sample information, Factory Authorized start up training & assistance, Batteries - 6 Month Warranty, iPAQ pocket PC, Analyzer & all other accessories - 2-year warranty, parts & labor.

Part	Qty	Descriptions	Price Each	Price Total
α-6500 LG	1	Import-Guard	\$32,450.00	\$32,450.00
		Innov-X α-6500 Import-Guard:		Included
		• Materials Analysis specifically for toys, jewelry, consumer items and other imports for the quantitative analysis of lead, (Pb), Cd, Hg, Cr, As, Br, Sn, Sb plus Ti, Mn, Bi, Ba, Fe, Co, Ni, Cu, Zn, Zr, Nb, Mo and Cl. Ultra fast sorting of Cl (PVC) and Br containing plastics. Note: Additional elements available		
P3000L		Industrial & Residential Lead Paint Testing Package – Non-Destructive Testing for lead in paint	\$2,500.00	Included
A010	1	Hands Free Test Stand - Docking Station	\$1,795.00	Included
A013	1	AC Adapter	\$195.00	Included
PCSW	1	PC based Control, Analysis, and Management Software. Allows PC based operation of the Innov-X family of portable XRFs plus data analysis & method/data management utilities	\$2,500.00	Included

Import-Guard = \$32,575.00
 Association Disocunt= (\$5,000.00)

Total Purchase Price= \$27,575.00

To place an order for the items, pricing, and delivery outlined above, please sign below and return fax this page plus the cover page to Innov-X Systems, Fax: 781-938-0128. Thank you.

1. Payment: approved accounts -- net 30 days;
2. Shipping: prepay & add freight, itemized fee listed above;
3. Standard Delivery: under 1 weeks after receipt & acceptance of order.
4. Please send orders to: **Innov-X Systems**, 100 Sylvan Road, Suite 100, Woburn, MA 01801
 Attn: Sales -- Phone: 866-4-Innov-X (866-446-6689) Fax: 781-938-0128

This quote is only valid for delivery, training, after-sale support and warranty service within the United States of America and Canada. For any Innov-X instruments purchased for permanent use outside of the USA and Canadian regions, an international delivery and support fee applies.

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