



Product Discontinuation Notice 0002-PM

Discontinuation of MultiRAE Plus Multi-Gas Instruments

August 17, 2012

Summary

RAE Systems herein provides an official notification to its valued distribution partners and customers that starting on the date specified in the "Effective Discontinuation Date" section below, RAE Systems will no longer be accepting orders for any configuration of or the Guaranteed Cost of Ownership (GCO) programs (as applicable) for MultiRAE Plus instruments, as listed in the "Instruments Being Discontinued" section below. All orders for the instruments affected must be submitted to RAE Systems before the "Effective Discontinuation Date."

Effective Discontinuation Date

The last day to submit orders for the instruments specified under the "Instruments Being Discontinued" section is February 28, 2013. Orders for these instruments submitted after this date will not be accepted.

Instruments Being Discontinued

RAE Systems intends to discontinue new sales of the following products as well as GCO programs for these products:

- MultiRAE Plus multi-gas monitors (Model: PGM-50)



Regions Affected

Plans to discontinue products described in this Product Discontinuation Notice affect all regions of RAE Systems operation worldwide.

Availability of Kits and Accessories

Kits and accessories for the instruments affected are not being discontinued and will be available as per the 2012 Portables Pricing Guide. RAE Systems will notify its distribution partners and customers when it decides to discontinue such kits and accessories.

Warranty

All the instruments affected by the discontinuation and purchased prior to the “Effective Discontinuation Date” will bear all the standard warranties and comply with other RAE Systems warranty policies as they pertain to respective instruments.

Continuity of Service, Support, and Availability of Spare Parts

RAE Systems will continue to support, service, and offer spare parts and components for the products listed under the “Instruments Being Discontinued” section for 5 years or as long as such spare parts and components are available, whichever occurs the soonest. For products requiring warranty repairs during this period, RAE Systems has the right, at its own discretion, to either repair the instrument(s) or to supply similarly-performing replacement product(s), either of the same generation as the product being serviced or a next-generation product, in a working condition with a warranty period equal to the remainder of the warranty on the product that is being serviced or repaired.

Replacement Products

RAE Systems recommends purchasing the new [MultiRAE family](#) of RAE Systems next-generation multi-threat instruments as a replacement to the monitors that are being discontinued. The new MultiRAE multi-threat monitors combine best-in-class detection capabilities with optional integrated wireless functionality and Man Down Alarm to help elevate the safety of workers and responders, reduce facility downtime and facilitate incident response. Featuring over 25 sensor options, including parts-per-billion PID and gamma radiation sensors, MultiRAE instruments can be configured to exactly match the threat monitoring needs in a wide variety of applications.



RAE Systems recommends purchasing the following MultiRAE products as alternatives to the products that are being discontinued:

Product Being Discontinued	Next-Generation [Replacement] Product
MultiRAE Plus (Model: PGM-50)	MultiRAE Pro (Model: PGM-6248) MultiRAE (Model: PGM-6228)

Supporting Materials

In order to simplify the transition process for our valued customers and distribution partners from the legacy products to the new MultiRAE family, this Product Discontinuation Notice is accompanied by an Addendum summarizing the specific areas of improvement that new MultiRAE monitors deliver as compared to the products being discontinued.

Contacts

Please contact your RAE Systems sales representative if you have any questions, comments or need additional information. You can also reach RAE Systems directly at:

<u>The Americas</u>	<u>Europe, Middle East, Africa</u>	<u>Asia Pacific</u>
Toll Free (US): +1.877.723.2878	Phone: +45.86.52.51.55	Phone: +852.2669.0828
Phone: +1.408.952.8200		
Fax: +1.408.952.8480	Fax: +45.86.52.51.77	Fax: +852.2669.0803
Email: RAEsales@raesystems.com		

UPGRADE TO THE NEW MULTIRAE!



Dear Valued MultiRAE Plus Customer:

Last summer RAE Systems redefined the gas detection industry, once again. In 1993, we were first to introduce a portable monitor that combined the functionality of a traditional four-gas instrument with the broadband detection capabilities of a photoionization detector (PID). The MultiRAE Plus set a gold standard for a “four-gas plus PID” monitor and helped thousands of customers, just like you, to protect people and property worldwide.

In 2011, we reinvented the portable multi-gas monitor to make it more versatile, more capable, more rugged, yet easier to use and service. RAE Systems’ [MultiRAE Pro](#) and [MultiRAE](#) multi-threat monitors combine best-in-class chemical and radiation* detection capabilities with Man Down Alarm and optional integrated wireless functionality to help elevate the safety of workers and responders, reduce facility downtime and facilitate incident response. Featuring over 25 interchangeable intelligent sensor options (such as parts-per-billion VOC sensor, gamma radiation*, and exotic toxic gas sensors) and a rugged ergonomic housing, new MultiRAE instruments can be configured to exactly match the monitoring needs in a wide variety of applications, including the toughest, most dangerous environments.

Since its launch, the new MultiRAE has been adopted by many government, military, HazMat, environmental, and industrial customers worldwide.

The next-generation [MultiRAE Pro](#) and [MultiRAE](#) deliver the following dramatic enhancements over the MultiRAE Plus:

- **More capable**
 - The MultiRAE Pro and MultiRAE can each monitor for up to six threats at a time versus the MultiRAE Plus' five
 - The MultiRAE Pro is the only portable monitor in the industry that combines integrated wireless functionality with gamma radiation and parts-per-billion VOC detection, reducing the number of instruments first responders have to carry downrange
 - The MultiRAE's new high-range parts-per-million PID sensor delivers two and a half times the range of the MultiRAE Plus PID sensor (0.1 to 5,000 ppm vs. 0.1 to 2,000 ppm)
 - The MultiRAE Pro and MultiRAE feature the potentially life-saving Man Down Alarm with optional real-time remote wireless notification that is not available on the MultiRAE Plus
- **More versatile. More customizable**
 - The next-generation instruments support twice as many sensors (26 smart field-replaceable sensors on the MultiRAE Pro vs. 13 conventional sensors on the MultiRAE Plus) and boast larger on-board libraries for VOCs (190 vs. 60) and combustible gases (55 vs. none) for easier customization
- **Better connected**
 - The MultiRAE Pro and MultiRAE feature an optional internal wireless modem that allows them to be connected to the RAE Systems ProRAE Guardian Wireless Safety System via the RAELink 3 Mesh long-range modem without compromising the instrument's intrinsic safety (which is not the case for the MultiRAE Plus)
- **More rugged**
 - The MultiRAE and MultiRAE Pro boast a rugged, stainless-steel-covered housing that delivers better protection against water and dust ingress:
 - IP-65 (dust tight and waterproof) / IP-67 (dust tight and suitable for temporary immersion for decontamination) ratings vs. IP-55 (dust-protected and waterproof) for the MultiRAE Plus
- **Easier to use**
 - Featuring the largest graphical display in their class, the MultiRAE Pro and MultiRAE enable an icon-driven user interface that is dramatically easier to navigate and comprehend than the MultiRAE Plus'
- **Easier to maintain and calibrate**
 - Featuring a plug-and-play battery, interchangeable intelligent sensors that store calibration information and can be replaced in the field, and the AutoRAE 2 Automatic Test and Calibration System, the MultiRAE and MultiRAE Pro are optimized for simple and effective maintenance in the field
- **Same price****
 - The MultiRAE delivers a significantly stronger feature set at a similar price point than the MultiRAE Plus

* - the gamma radiation and ppb PID sensors are supported on the MultiRAE Pro only

** - MultiRAE and MultiRAE Plus are similarly priced in the following configuration: O₂, LEL, CO, H₂S, PID, Li-ion, non-wireless

UPGRADE NOW!

Now is the best time to upgrade your MultiRAE Plus to the MultiRAE Pro multi-threat instrument for radiation and advanced chemical detection (model: PGM-6248) or the MultiRAE wireless portable five-gas monitor with advanced VOC detection (model: PGM-6228.)

Order your MultiRAE Pro or MultiRAE before October 31, 2012 and mention promo code "UP2MR" to receive a **free high-quality military-grade carrying case** for your new MultiRAE Pro or MultiRAE (a \$129 value; while supplies last.)



Please contact your [authorized RAE Systems distributor](#) for details.