

Agilent Distributor News

Volume 7, Issue 1

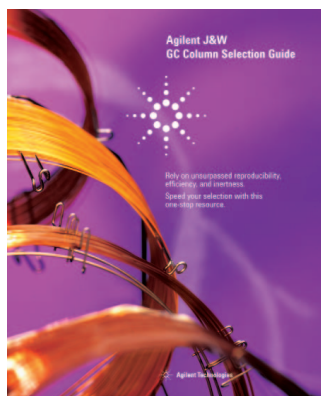
Alert your customers!

New Agilent GC and LC column selection guides will make their work easier.

Column Selection: Simpler, Faster, Better

Key Selling Points

- **Easier and faster selection.** Customers get the right column for any application by using simple guides.
- **Greater lab productivity** by having comprehensive column choices.
- **Reduced method development time** by using our proven applications.
- **Improved results** by applying our strategic guidelines and tips.



Order these guides now and show them to your customers.

For LC Users

“Agilent ZORBAX Column Selection Guide for HPLC,” publication 5989-5992EN, 116 pages of valuable guidance so customers can meet the challenges of faster turnaround times, unrelenting workloads, and higher-quality results.

Point out to your customers:

- **Updated** edition, includes
 - New ZORBAX Eclipse Plus columns
 - New 600 bar ZORBAX Rapid Resolution High Throughput (RRHT) 1.8 μ m columns
 - Agilent’s most popular LC column choices, including ZORBAX columns for analytical HPLC, HPLC columns for special applications, and ZORBAX columns for bioanalytical chromatography
- **Applications** for each column type, including new Eclipse Plus and RRHT applications.
- **Quick Guide** to ZORBAX Reversed-Phase Bonded Phases, USP designations, and method development guidelines.

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Keeping you informed

This quarterly newsletter offers timely information about Agilent products and services to help you better serve your customers. If you know a colleague who would also like to subscribe to this newsletter or if you have questions or comments, please contact Alejandra Torijano at alejandra_torijano@agilent.com

Column Selection: Simpler, Faster, Better

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For GC Users

First-ever Agilent GC Column Selection Guide

"Agilent J&W GC Column Selection Guide," publication 5989-6159EN, 144 pages, lets customers choose the highest-performing columns that deliver fast, reproducible results.

Point out to your customers:

- **Comprehensive choices**, including Agilent's most popular column selections: GC/MS, premium polysiloxane, PEG, specialty, and PLOT columns.
- **Industry-specific applications** (environmental; hydrocarbon processing; foods, flavors, and fragrances; industrial chemicals; and life sciences).

- **Fundamentals** of gas chromatography, plus common terms and conditions.
- **Guidelines** and examples for major column parameters: stationary phase, diameter, length, and film thickness.
- Column installation and troubleshooting **quick reference guides** and tips to ensure peak performance.
- Guidance in how to develop a systematic, structured approach to **GC method development**.

Order these guides now through the Agilent EPI Warehouse by clicking "Literature Orders" or by calling the Customer Contact Center at 800-247-3584

Coming soon in local languages worldwide.



Agilent World Tour Seminars:

Where Performance Meets Productivity

A lot to share with customers

This has been a landmark time for Agilent. We've introduced the groundbreaking 1200 Rapid Resolution High Throughput HPLC, the new 5975C inert GC/MSD (completing our full family of mass spectroscopy instruments) and in February our remarkable new 7890A GC system.

We've also developed numerous new consumables and supplies that will make all of our instruments more productive.

Plus we're sharing significant new research and application data to help make lab work easier, improve productivity, and get the results customers need, faster.

Remember, your customer gets a coupon good for 25% discount off Agilent Columns for attending. Contact Alejandra Torijano at alejandra_torijano@agilent.com

higher level of performance • shorter analysis times • unrivaled repeatability • easier analysis of complex matrices • easier and better reporting • robust operations • greater detection at trace levels • more accurate results • legendary reliability • unmatched precision

An easy way to learn the ever-expanding capabilities of Agilent systems

The **Agilent World Tour 2007**: a series of seminars offered worldwide (Africa, Asia, Europe, the Middle East, and North America).

Touring 20 U.S. cities, 11 Canadian cities, and 30 other countries worldwide:

- **GC/MS World Tour 2007 Seminar**
- **LC/MS World Tour 2007 Seminar**

World Tour seminars began in January 2007 and will continue through July 2007. For dates and registration information, go to www.agilent.com/chem/worldtour

A great way for customers to get the most out of Agilent products!

New GS-OxyPLOT Column Breaks a Varian/Chrompack Monopoly



Our new Megabore Porous Layer Open Tubular (PLOT) column provides the ultimate solution for chemical and petrochemical industries. Its purpose? To analyze trace levels of oxygenates (ethers, alcohols, aldehydes, and ketones) in complex matrices such as gaseous hydrocarbons, motor fuels, and crude oil.

This column is a direct replacement for Varian/Chrompack's expensive, previously sole-source CP-Lowox. For the past few years, customers have been asking us for an alternative.

Importance of Oxygenates Analysis

Clean air regulations:

Fuel oxygenates are oxygen-containing chemicals (some carcinogenic) added to make fuels burn more efficiently and reduce harmful emissions. The amount added to fuels must be monitored.

Move toward biofuels:

Biofuels—produced from agricultural products—must undergo extensive analysis to measure their properties.

Feedstock quality:

If concentrations of oxygenates are too high in gasoline or naphtha feedstock for HPI products, they can reduce or destroy the efficiency of catalysts used in downstream refining processes.

Order Guide

Part Number	Column Description
115-4912	GS-OxyPLOT, 10 m x 0.53 mm I.D., 7-in. cage
115-4912E	GS-OxyPLOT, 10m x 0.53 mm I.D. - 5-in. cage
125-102J	DB-1 pre-column, 25 m x 0.53 mm x 1.0 µm

GS-OxyPLOT: Key Selling Points

- Analyzes **trace level** (sub-ppm) oxygenated hydrocarbon impurities in gas and liquid hydrocarbon samples
- Ideal for ASTM methods that measure oxygenates in **complex matrices** (such as gaseous hydrocarbons, motor fuels, or crude oil)
- Offers **stabilized coating, 350 °C temperature limit, no column bleed, and virtually no particle generation and detector spiking**
- **Improved qualitative and quantitative separations** because lower boiling point compounds elute distinctly after higher boiling point compounds
- A **much better alternative** to columns with gas-liquid phases (such as TCEP) often used for similar applications
- **Enhanced performance** for HPI customers who invest in a new 7890 GC system for oxygenates analysis

Priced about 10% less than the Varian/Chrompack CP-Lowox

- Equivalent analytical performance of CP-Lowox— at a much lower price
- Keeps your competitors away from your HPI customers
- Lets you satisfy *all* HPI column needs

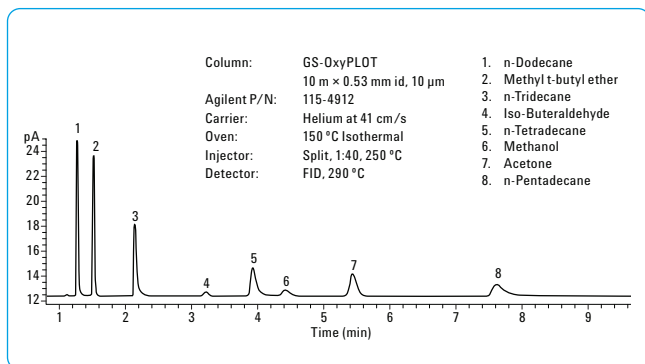
Target Customers

- Oil-producing petrochemical and chemical companies
- End-users and independent testing labs dealing with hydrocarbon feedstocks
- Oil and gas refiners
- Chemical and petrochemical manufacturers
- Pipeline and distribution companies
- Analysts following regulatory methodologies such as ASTM methods, ISO standards, AFNOR in France, Britain Royal Institute of Petroleum, and DIN in Germany

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New GS-OxyPLOT Column

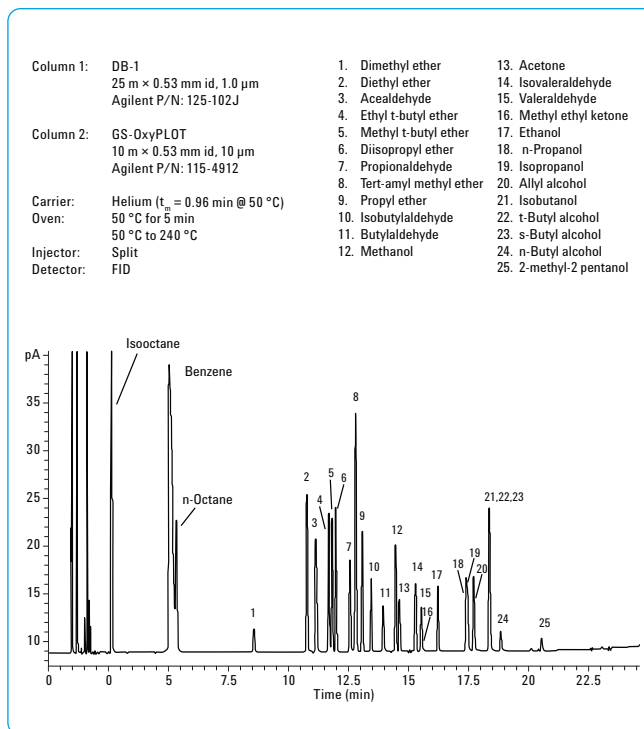
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Selected Oxygenates on GS-OxyPLOT Column

How does the GS-OxyPLOT column work?

1. A sample is injected into a non-polar DB-1 pre-column (part no. 125-102J) connected to a switching valve or Deans Switch (the capillary flow technology of the newly introduced Agilent 7890 GC system).
2. During the first several minutes, the less-retained polar oxygenated compounds elute through the DB-1 column into the GS-OxyPLOT column. The lower boiling point hydrocarbons that elute into the GS-OxyPLOT column are not strongly retained on the stationary phase, and elute through the FID very rapidly.
3. At a pre-determined time, the valve switches to backflush the higher boiling point hydrocarbons from the pre-column. The pre-defined oven temperature programming causes the trapped oxygenated solutes to chromatographically go through the GS-OxyPLOT column where they can be quantified without interference from the other hydrocarbons in the sample.



Sample Gas Mixture Headspace of C₁-C₈ Hydrocarbons and Oxygenates

Learn More!

- Visit www.agilent.com/chem/oxyplot
- Read "Separation Times," Volume 20, Number 2, at www.agilent.com/chem/separationtimes
- See "A Solid Alternative for Analyzing Oxygenated Hydrocarbons: Agilent's New Capillary GC PLOT Column," 5989-6323EN

Just out: New vials and caps

So recent, they're not in the new catalog

Part Number	Description
5188-6535	Amber screw-top glass vial, 2 mL without print, 100/pk
5188-6536	Amber screw-top glass vial, 2 mL without print, 1,000/pk
5188-6537	Headspace screw-top vial, 20 mL, amber, 100/pk
5188-6538	Headspace screw-top vial, 10 mL, amber, 100/pk
5067-0205	Convenience kit (blue box) with 500 clear screw-top vials and 500 blue polypropylene screw-caps with bonded, pre-slit PTFE/silicone septa

Certified

Need different vials? Suggestions?

These new vials and caps are in response to requests from the field. If you have a suggestion for a new vial or need a special bundle of existing products, please let us know: Contact Erich Wagner at erich_wagner@agilent.com



New—the only Rapid Resolution LC (RRLC) in-line filters for high pressures up to 600 bar



- For use with Rapid Resolution High Throughput (RRHT) columns, packed with 1.8 µm particles
- New fingertight polyketone fittings for easy column connection
- Appropriate for Agilent and non-Agilent LC systems

Part Number	Description
5067-1551	RRLC in-line filter, 2.1 mm, 0.2 µm filter, max 600 bar, 70 x 0.12 mm stainless steel connecting capillary For use with 2.1 mm id columns
5067-1555	Replacement frits. 2.1 mm, 0.2 µm, 10/pk
5067-1553	RRLC in-line filter, 4.6 mm, 0.2 µm filter, max 600 bar, 90 x 0.17 mm stainless steel connecting capillary For use with 3 and 4.6 mm id columns
5067-1562	Replacement frits. 4.6 mm, 0.2 µm, 10/pk
5042-8957	Fingertight Polyketone fittings 1/16-in., 10/pk

Every kit comes with one connecting capillary and three frits. Disposable replacement frits are available in convenient package sizes.

Key Selling Points

- **Minimal plugging.** Inlet frits (down to 0.2 µm pore size) retain pump and autosampler debris or other contamination, avoiding early blocking of inlet frits of RRHT columns
- The **best protection** of 1.8 µm RRHT columns available today
- **Significantly longer column life** without a loss of efficiency
- The only inline filter with 0.2 µm pore size filter that **can withstand pressures up to 600 bar**



Fingertight PEEK Fittings—work up to 600 bar

PEEK fittings work only up to 400 bar. Our new polyketone fittings are excellent for higher pressure RRHT applications while still allowing easy column exchange. Check out our special catalog offers at www.agilent.com/chem/specialoffers for promotions on this product.

Agilent also has an inline filter for high pressure applications up to 400 bar.

Part Number	Description
01090-68702	Low dispersion in-line filter, 1.6 mm, 2 µm filter, max 400 bar For use with 2.1 mm columns
280959-904	Replacement frits. 1.6 mm, 2 µm, 10/pk
01090-68703	Universal in-line filter, 4.8 mm, 2 µm filter, max 400 bar For use with 3 and 4.6 mm id columns
01090-27609	Replacement frits. 4.8 mm, 2 µm, 10/pk

For More Information

Contact: Erich Wagner at erich_wagner@agilent.com

Electronic Newsletters

"Separation Times," Volume 20, Number 2, March 2007

In this issue:

- Ask the Experts:
 - How many injections can we get out of a column?
 - Do the new Agilent systems require all new columns and consumables?
- Tomorrow's technology today—Agilent's new 7890A GC.
- Monitor your entire lab from a single PC.
- A "solid" alternative for analyzing oxygenated hydrocarbons—new Capillary GC PLOT column.
- Introducing the Agilent 5975C Series GC/MSD. Performance, productivity and confidence.



"Agilent in Pharmaceutical Analysis," Issue 18, February 2007

In this issue:

- Ask the Experts:
 - Is there a simple way to track and manage our Agilent modules?
 - My reliable 5890 GC has just reached its "end-of-support" date. What are my support options?
- Increased reliability and sensitivity for analyses of residual solvents.
- A next-generation gas chromatography for the next-generation lab: the new Agilent 7890A GC.
- A powerful Process Analytical Technology solution for the biopharmaceutical industry.
- Novel prefractionation technology enables more protein identifications.



Printed Newsletters

"Agilent in Pharmaceutical Analysis," Summary of eNewsletters 17 and 18, April 2007, publication 5989-6350EN

- Ask the Experts:
 - My reliable 5890 GC has just reached its "end-of-support" date. There are a lot of reasons why I am not ready to give up this work-horse. What are my support options?
 - What is a good strategy to speed the profiling of pharmaceutical impurities?
- Columns that streamline HPLC method development.
- UV detectors that deliver sensitivity and more.
- Increased reliability for analyses of residual solvents.
- The new Agilent 7890A GC.
- Process Analytical Technology for biopharmaceutical industry.



Selection Guides

"Agilent ZORBAX Column Selection Guide for HPLC," publication 5989-5992EN. *See page 1 for more information.*

"Agilent J&W GC Column Selection Guide," publication 5989-6159EN. *See page 2 for more information.*

Brochures

"Global Hydrocarbon Processing Solutions," publication 5989-5061EN

"Agilent's Newly Expanded ZORBAX Rapid Resolution High Throughput (RRHT) and Rapid Resolution (RR) HPLC Column Portfolio," publication 5989-6010EN

"Groton Biosystems Automated Reactor Sampling System and Agilent 1200 Series LC System for Online HPLC Assays," publication 5989-6156EN

Still New! **"The Essential Chromatography and Spectroscopy Catalog,"** 2007-2008 edition, publication 5989-5021EN. Be sure to show this helpful, information-packed catalog to your customers so they can improve lab productivity. *See Distributor News, Volume 6, Issue 4 for more details.*



These special offers won't last long, so don't delay.

Immerse yourself in the Agilent essential catalog **and receive a FREE GIFT with your next order.**

Agilent GC and LC Supplies: Special Offer!
Extended to June 30th!

If your customer buys USD \$1,000 worth of Agilent products they choose one of these FREE GIFTS:



100-Minute Clip-On Lab Timer

This lightweight timer conveniently clips to your lab coat, belt, or notebook, so you can carry it with you wherever you go. Features an easy-to-read 1/2-inch display.



GC QuickPick Inlet PM Kit

Get the most from your GC system with our most popular inlet maintenance supplies. Choose between split/splitless or purged-packed.



10-pack of LC PEEK Fittings; 1/16" (5063-6591)

PEEK fittings make it easy to create leak-free connections every time.

If your customer buys USD \$2,000 worth of Agilent products they choose one of these FREE GIFTS:



Deluxe PC Road Warrior™ Kit

Turn travel time into productive time with this handy collection of PC supplies. Includes:

- USB 2.0 male-to-mini 5-pin cable
- Stereo earbuds with microphone
- USB notebook light
- Male-to-male USB adapters
- Cat6 crossover adapter
- USB A-male-to-A-female
- Cat5e twisted pair gigabit-ready patch cable
- USB mouse

Each cable comes with its own retractable compartment for easy storage.



GC QuickPick Vent and Inlet PM Kit

Minimize downtime with this practical kit, which includes the inlet maintenance supplies used most often by Agilent service engineers. Your choice of split or splitless modes.



10-Pack of Stainless Steel LC Fittings; 1/16" (5062-2418) **OR 10-Pack RR Only Finger-Tight Polyketone Fittings, max 600 bar; 1/16** (5042-8957)

Prevent contamination and leaks that can jeopardize the integrity of your results.

Use promotional code **8.089** when ordering.

For more details, visit www.agilent.com/chem/catalog1

Agilent Distributor News is a quarterly newsletter for distributors of Agilent chemical analysis products and services.

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