



01 Feb 2008
Environmental Supplies

Dear Valued Customer:

Thank you for your continued business and for your trust in Nelson Laboratories. In an effort to streamline our services and better focus on our core competency (i.e., testing medical device and pharmaceutical products) Nelson Laboratories has decided to discontinue selling environmental sampling supplies including the following items:

- 37mm cassette active air samplers
- 47mm cassette passive air samplers
- soybean casein digest agar plates (SCDA/TSA)
- potato dextrose agar plates (PDXA), RODAC or convex agar plates
- Hygicult® surface monitors.

Demand for these items has declined significantly, and we have chosen to refer our clients to value added suppliers that specialize in this type of product sales. This change will allow us to refocus the resource dedicated to this process on doing what we do best - testing your products.

In order to assist with this transition, we will continue to supply the listed items for the next 90 days (through April 30th). Please note that Nelson will continue to offer our environmental testing service including incubation and enumeration as well as the following supplies for your convenience:

- BIs
- Bottles for water sampling, TOC analysis and Conductivity analysis
- Sterile bottles for water, with and w/o thiosulfate pill
- Sterile tubes for LAL water sampling

I apologize for any inconvenience this may create; however, I am hopeful that the attached list of suppliers will be a good resource for you in selecting a capable and qualified alternative supplier. If you would like to discuss this change or if we can be of further assistance in helping you find a suitable alternative, please feel free to contact our Client Service Department at 801-290-7503.

Sincerely,

Jeffery R. Nelson

President/CEO
Nelson Laboratories, Inc.



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Active Air Samplers, 37mm Cassette:

Zefon International, Inc.
5350 SW 1st Lane
Ocala, FL 34474
800-282-0073

<http://www.zefon.com/store/search.php?page=1&q=PS7345MCE>

Passive Air Samplers, 47mm Cassette:

While the passive air cassette may mimic the dry environment to some extent we do recommend using agar plates to ensure viability of the fallout on the medium. Please feel free to consult with Amy Karren, 801-290-7834 or akarren@nelsonlabs.com, on an approach that would allow you to concurrently monitor the environment with both passive air cassettes and agar plates for a period. This will give you comparability with previous passive data and allow you to move forward with agar plate air sampling.

SCDA/TSA, PDXA, RODAC or Convex Agar Plates:

Hardy Diagnostics
1430 West McCoy Lane
Santa Maria, CA 93455
800-266-2222
hardydiagnostics.com

Becton Dickinson
2350 Qume Drive
San Jose, CA USA 95131
877-232-8995
bdbiosciences.com

Remel, Inc.
12076 Santa Fe Drive
Lenexa, KS 66215
800-447-3635
remelinc.com

Hygicult Surface Monitors:

Neogen Corporation
620 Leshner Place
Lansing, MI 48912 USA
800-234-5333
www.neogen.com