



May 7, 2012

**Dear Beckman Coulter Hemostasis Customer,**

After two decades of successful collaboration providing optimal testing solutions for laboratory customers, Werfen Group, the parent company of Instrumentation Laboratory, has decided to end its alliance with Beckman Coulter. The partnership remains in effect until June 22, 2012 when the current contract expires.

Beckman Coulter would like to continue this partnership with Werfen and while we are disappointed by Werfen's decision, we are committed to providing excellent support for our hemostasis customers during the remainder of the partnership. We have had lengthy communications with Werfen on the complexities of this type of transition, based on our significant experience.

Please note that Werfen/IL is required to meet the obligations in your existing Beckman Coulter hemostasis contract. Until June 22, 2012, it is "business as usual." Please continue to contact Beckman Coulter for sales, service and support through June 22, 2012. IL should provide information to customers for their new sales, service and other contacts that will be effective June 23, 2012.

If you have any questions, please contact us at [transitionhelp@beckman.com](mailto:transitionhelp@beckman.com).

We regret any inconvenience this may cause. We look forward to continuing to work with you to meet your laboratory needs.

Regards,

A handwritten signature in blue ink that reads 'Tom Joyce'.

Tom Joyce  
President, Beckman Coulter Diagnostics