

Microbial-Vac Systems® Inc.

June 2008

On the Road

With all the excitement surrounding last year's launch, the MSI sales team has been busy on the road. Since January, the M-Vac has debuted at Interphex in Philadelphia, the Food Safety and Security Summit in Washington DC, RMUG in San Diego, United Fresh in Las Vegas, and ISA in Kansas City, as well as a variety of other smaller shows.

Adding to their busy schedule, the sales team keeps busy with sales

calls with prospective customers. The system has caught the attention of some major government agencies including the FDA and FBI, as well as some major corporations. The team is also heavily involved in the training of customers and tech centers on the equipment.

Finally, we are anxiously awaiting final results on validation trials of the product which are being conducted at the University of



Tennessee that will further assist in the marketing of the M-Vac.

From the President's Desk



The months since the last newsletter have been packed with changes, positive movement and excitement for all of us at MSI. Overall we have improved our position in the marketplace dramatically through the combined efforts of our teams in every department, and I am

very proud of all of them. We have moved from a research company trying to make enough noise to be heard in the vast sea of the business world, to a thriving manufacturing company that is reaching out to and servicing thousands of potential customers of the M-Vac. We have changed our focus from being mostly food safety oriented to include forensics, biosecurity and clean room markets. We have created positive movement, interest and sales in multiple directions and the general atmosphere around the company is "scary good", which means that

we are close to busting at the seams with activity in all areas. And most of all, we are excited. Excited about where we are going, what we are doing and who we are doing it with. MSI is full of fantastic people, doing more than I could ever ask, and moving the company forward in their own way but with unified purpose. My vision of the Microbial-Vac being used in thousands of areas will soon be realized. Thank you for being a part of our lives and helping to make the M-Vac a success.

Sincerely,
Dr. Bruce J. Bradley

Engineering the M-Vac

With product on the shelf and manufacturing in motion, we are currently engaged in a number of new product development projects that will bring new products to the market and enhance the products we currently have. It is an exciting time. We are getting excellent feedback from the field. We have enjoyed excellent praise and some valid criticism. Customer feedback has led to projects that have or will enhance our systems. Next generations products will further meet

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our customer's sampling needs. As a customer oriented company, we will continue to innovate to meet our customer's needs. In addition to our product development projects, we are currently engaged in a number of manufacturing projects to improve our processes and to meet our production demands.

Lab Updates



Activities in the Research and Development lab are progressing at a rapid pace. In-house trials

comparing bacterial recovery efficiencies for swabs, sponges, contact plates, excision, and the M-Vac are ongoing with the intent of producing a poster/presentation to be presented at numerous conferences in 2008/09. This data will also be included in marketing materials for distribution to potential customers. The speed at which this data can be generated has recently been increased with

the addition of Jenni Jones to the lab staff. Jenni is a welcome addition and is a real asset to our laboratory activities.

The lab has also been highly involved with tech center research and activities. It is exciting to have such highly capable and well respected people in the scientific community performing research and validating our innovative sampling technology.

From the Industry: *Fixing Food Safety*

On April 30, 2008, Trust for America's Health (TFAH) released a new report that identifies major gaps in the nation's food safety system, including obsolete laws, misallocation of resources, and inconsistencies among major food safety agencies.

"Our goal should be reducing the number of Americans who get sick from foodborne illness. But we can't adequately protect people from contaminated foods if we continue to use 100 year-old practices," said Jeff Levi, PhD, Executive Director of TFAH. "We need to bring food safety into the 21st century. We have the technology. We're way past due for a smart and strategic upgrade."

TFAH calls for a series of actions to help the nation modernize the food safety system by using strategic inspection practices and state-of-the-art surveillance.

While many of the recommendations are focused on government actions, the report finds that fixing food safety will require a collaborative effort by food producers, processors, distributors, retailers, and consumers, combined with strong leadership from the federal, state, and local government. Some of the recommendations include:

- * Repeal outdated end-product and processing plant inspection mandates and shift the emphasis of inspection practices to the prevention of outbreaks and illnesses through the entire food production process and supply chain;
- * Create mechanisms that allow inspection practices to keep pace with changes in the industry;
- * Establish uniform performance standards and best practices that are enforceable through actions including detention and recall authority and civil penalty

authority;

- * Require food safety education for commercial food handlers;
- * Improve monitoring of foreign imports and international practices; and
- * Strengthen the FDA with increased funding and aligning resources with high risk threats, with the long-term goal of realigning all federal food safety functions.

The original article can be found at: <http://healthyamericans.org/reports/foodsafety08/>



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