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Dear Customer

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### What will the changes to BDH mean for you?

If you specify, use or purchase BDH chemicals then please read on: our plans for BDH may affect you!

The amalgamation of VWR's market leading BDH and Prolabo chemical ranges to create a new brand called **BDH Prolabo** is continuing. We've already converted 40% of our BDH range to equivalent BDH Prolabo products in a process that has been well received by our customers.

As explained in previous letters, the creation of this exciting new brand necessitates some changes to existing BDH production sites, specifications, packaging and product codes.

Up to now most BDH products have been made for VWR by Merck, Germany. By the end of this year the majority of the BDH Prolabo range will be produced at our own manufacturing sites in France and Belgium. These ISO9001 and GMP-accredited facilities have undergone considerable investment in recent months in preparation for the launch of the BDH Prolabo brand.

In many cases the specifications of BDH Prolabo and BDH products are identical. The BDH logo, along with VWR's world-respected trademarks such as AnalaR ®, will remain on our labels as a sign of guaranteed product quality and reliability. Details of BDH Prolabo chemical specifications can be obtained from our website, <http://uk.vwr.com>, and evaluation samples are available on request.

Stock of the BDH Prolabo range is being increased at our warehouse in Lutterworth and our new quotations and order entry processes ensure that you are kept well informed about any changes to the codes of the BDH products you normally purchase.

If you feel that these changes might affect your work in some way but have not yet had the opportunity to discuss them with your local VWR account manager please let me know. It's important that we understand and respond to any issues you might have so that we can continue to provide the service you require.

VWR International will remain the exclusive distributor for Merck's own range of laboratory chemicals, many of which use the same raw materials and packaging as the equivalent BDH product.

Yours faithfully

Bill Hogan  
Managing Director



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