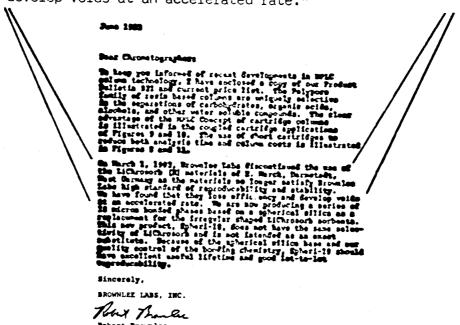
PERSPECTIVE ON COLUMN QUALITY

The letter below suggests that customers who have purchased Brownlee columns have been $\underline{\text{very}}$ disappointed with the quality/lifetime of their columns, perhaps for a long, long time.

EXCERPT FROM "THE LETTER" OF JUNE 1983

"On March 1, 1983, Brownlee Labs discontinued the use of the LiChrosorb (R) materials of E. Merck, Darmstadt, West Germany, as the materials no longer satisfy Brownlee Labs' high standard of reproducibility and stability. We have found that they lose efficiency and develop voids at an accelerated rate."



Clearly, other manufacturers have big problems controlling quality.

At Waters. Insuring column reproducibility and stability is of the utmost concern. This is why we do a large number of quality control checks during the manufacturing process (e.g. $_{\mu}$ Bondapak TM C_{18} involves over 40 tests). Waters has also established a column stability program to further insure that customers receive high quality columns with a long, useful lifetime.

Occasionally, even Waters has problems and we respond. During these "problem times" it is important to keep a proper perspective and remember our long-term commitment to overall high product quality and customer success.