



## Breaking News!

October/November 2007

We are initiating a bi-monthly e-Update for the best clients in the world—you folks. We want you to have the latest information about FQL as well as industry news that may affect all of us.



## AA Graphite Furnace

## Samples in Process

We are happy to announce that our new AA Graphite Furnace is up and running. That means we can now test for the presence of lead and cadmium down to new low levels. How about detection to 25 ppb? If you need detection like that, give us a call.

## Newsletter Spotlight

It is with great pleasure we can announce the return of Joanna Fleskes to our lab. She and her husband moved to Arizona a few years ago and have returned. Those of you who worked with her before will undoubtedly appreciate working with her once again. The rest of you will come to love her can-do attitude.

## 2-3 Day Yeast & Mold Results

You are undoubtedly aware that yeast and mold counts generally require longer time-to-results than most common pathogens. FQL has a new rapid method test. It is applicable to many (but not all) types of products. If your products are light in color, we can provide results in 2 to 3 days. Since this procedure does have a higher cost we are pricing it with a premium of \$3 more per sample than for the standard procedure.

But—as a **special introductory offer** for samples needing accelerated Y&M testing, we will discount the price. Until January 1, 2008, we will waive the \$3 premium. What more could you ask? Quicker results at no additional cost! The benefit to you is significant: release your products for processing or shipping earlier and put money in your bank account sooner.

## Thought for the month

\* If you can see the obstacles, you've taken your eyes off the goal. \*

This e-Update is being sent to all of our email clients. Naturally we hope you will find items of interest in every issue.

If you prefer to be removed from our emailing list, please reply and type <remove> in the subject line .