

Nov. 9, 2006

Dear Valued Customer:

Our commitment to our customers has helped us to become one of the leading life science research suppliers in the world. We greatly appreciate your support, and we are proud of our history.

As you know, the research and drug discovery environment we share is rapidly changing, and to continue to excel we must keep pace with this change and the opportunities that emerge. Attached you will find a letter from Marijn Dekkers, President and Chief Executive Officer of Thermo Fisher Scientific, announcing the completion of the merger between Thermo Electron Corporation and Fisher Scientific International. Pierce has been a member of the Fisher family of businesses since 2004 and is now proudly part of the merged organization and the new Thermo Scientific brand.

This change will benefit valued customers like you. The market and financial strength of the newly formed parent company strengthens our ability to innovate and respond to your needs and the evolving demands of the industry. You should have the utmost confidence that the high-quality products, services and technical support you have come to expect from us will continue. In addition, the combination creates a broad portfolio of complementary products and services that can be integrated to improve your efficiency. During the coming weeks and months, we will provide additional information about this change, and we are prepared to answer any questions you might have.

This is an exciting time for all of us, and we are confident about the future as we continue to focus on providing innovative tools to solve your research challenges. Thank you for your ongoing support, and we look forward to continuing to serve you.

Sincerely,



Christopher T. Budde
VP and General Manager
Cell and Pathways Applications Business Unit
Thermo Fisher Scientific



November 2006

Dear Customer:

The merger between Thermo Electron Corporation and Fisher Scientific International is now complete. We're pleased to introduce Thermo Fisher Scientific, the world leader in serving science. You may have already received this news from your sales representative, but I wanted to formally introduce you to the new company. Please note that your existing contacts won't change, and no action is required on your part.

With annual sales of more than \$9 billion, Thermo Fisher Scientific is the leading provider of analytical instruments, equipment, reagents and consumables, software and services for research, analysis, discovery and diagnostics. In total, our 30,000 employees will serve more than 350,000 customers within pharmaceutical and biotech companies, hospitals and clinical diagnostic labs, universities, research institutions and government agencies, as well as environmental, industrial quality and process control settings.

In conjunction with the launch of Thermo Fisher Scientific, products and services sold previously under the Thermo Electron name will now be branded Thermo Scientific. We have expanded the Thermo Scientific offering to include new lines of equipment, world-class consumables and quality reagents acquired from Fisher Scientific. Fisher Scientific's renowned channel network will remain the preeminent provider of distribution and related services for our research, healthcare, safety and education customers.

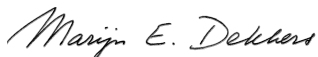
What does this mean for you? You benefit from a comprehensive product offering and the industry's largest team of dedicated sales and service professionals. And to this we add our talented engineers and technologists who are actively collaborating on your behalf to help you accelerate the pace of scientific discovery.

As the world leader in serving science, our top priority remains enabling our customers to achieve success by providing world-class technologies and services along with integrated workflow solutions to help increase efficiency. Our products are supported by comprehensive customer service, and you'll also have access to Fisher Scientific's logistics expertise and global channel network, as well as the convenience of ordering online and from our catalogs.

We'll keep you apprised of any major developments regarding our integration as they unfold. In the meantime, visit our Web site, www.thermofisher.com, to learn more. If you have any questions, concerns or issues, please contact your local sales representative directly.

Thank you for your continued support. We look forward to many exciting developments ahead.

Sincerely,



Marijn E. Dekkers
President & CEO