



PERSONNA MEDICAL

540/248-8000 • Fax 540/248-1648
One Razor Blade Lane • Verona, Virginia 24482

August 21, 2008

Dear Valued Customer:

After 75 years of making the finest surgical blades in the industry, American Safety Razor Company, (ASR) has determined to focus their full attention on their Consumer and Industrial business units. As such, the business unit known as Persona Medical will **discontinue the manufacturing and sale of the surgical blade and scalpel portion of its product line before the end of 2008**. During this time and particularly over the next 90 days Persona Medical will work diligently to address your product requirements.

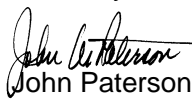
We have attached two (2) product lists to help distinguish between the products that will be discontinued and those that ASR will continue to offer to our customers. The first list is for all Persona Medical products being discontinued. The second list reflects those products to be retained, manufactured, and shipped by Persona Medical (DermaBlade®, Persona® Face and Prep Razors, Microtome Blades, Pathology Blades, and Prep Blades).

Over the next few weeks we suggest you review your needs for the discontinued items and begin placing purchase orders now, but no later than November 30, 2008. Keep in mind inventory on some items will be depleted sooner than others. There will be no change in purchasing for the products we are retaining, so please continue to order as usual.

Following this letter is a "Transition Guideline" sheet providing all the necessary information required for order processing, contracts, etc.

Thank you for your loyal support over the years. We hope your organization will continue to purchase our retained products with the same regularity as in the past.

Sincerely,


John Paterson
Division Vice President
Persona Medical

Attachments: Transition Guidelines and Product lists (2)



Gateway Medical Inc.
Contract #1908M

Transition Guidelines

Order & Invoicing Contact:

Sharon Rexrode
Customer Service Representative
800-457-2222 (phone)
540-248-7122 (fax)
shrexrode@personna.com

Marketing, Pricing, Contract & Rebate Contact:

Pam Hoffman
Contract Administrator
540-245-2265 (phone)
540-248-1648 (fax)
phoffman@personna.com

Sales Contact:

Bill Thomas
Regional Sales Manager
888-835-8020 VM 2283 (phone)
561-391-7805 (fax)
thomasboca@aol.com

Purchasing during transition period:

- The cut-off date for receiving Purchase Orders for discontinued products will be **November 30, 2008 and must be for immediate shipment (no extended delivery)**. Our goal is to fulfill all orders by early December 2008. However, **all orders are subject to product availability in whole or in part**.
- Accounts payable activity, returns, and shipment transactions will continue as usual.
- Personna Medical will continue to be responsible on any issues regarding our products, including those items which are being discontinued.
- **Any request to return discontinued products must be requested and received before October 31, 2008**. Consistent with Personna Terms and Conditions, please contact Customer Service (Sharon Rexrode) to receive a Return Authorization Label prior to shipping any product returns. **Credit will not be issued** for any discontinued product received without a Return Authorization Label or after the cut off date of October 31, 2008.
- Unfilled purchase orders (PO) for discontinued products will be cancelled by year end or sooner as inventory levels are depleted.

Individual and GPO Contracts:

- Continue to provide Personna Medical with contract information and change notifications related to individual end users in the same manner in which it is currently handled. We will continue to forward LOC and GPO change notices as needed until November 30, 2008.
- Active contracts with termination dates prior to November 30, 2008 will not be extended past the current date. All other contracts will have a termination date of November 30, 2008. Contract termination notices for Individual and GPO contracts will be emailed directly to your contract departments.
- **We must receive your final rebate claim requests for discontinued items no later than December 15, 2008**. Rebate requests for discontinued items will not be honored after this date.

Personna Medical
Products to be Discontinued - Effective November 30, 2008

Item #	Product Description	Packing	UOM	Quantity / UOM
73-0610	Scalpel, Personna® Safety Sterile #10	10/CT, 12 CT/CS	CS	120
73-0611	Scalpel, Personna Safety Sterile #11	10/CT, 12 CT/CS	CS	120
73-0615	Scalpel, Personna Safety Sterile #15	10/CT, 12 CT/CS	CS	120
73-1810	Scalpel, Personna Safety Non-Sterile #10, Bulk	50/TRAY, 10/CS	CS	500
73-1811	Scalpel, Personna Safety Non-Sterile #11, Bulk	50/TRAY, 10/CS	CS	500
73-1815	Scalpel, Personna Safety Non-Sterile #15, Bulk	50/TRAY, 10/CS	CS	500
73-0410	Blade, Personna Plus® Sterile #10	50/BX, 6 BX/CT	CT	300
73-0411	Blade, Personna Plus Sterile #11	50/BX, 6 BX/CT	CT	300
73-0415	Blade, Personna Plus Sterile #15	50/BX, 6 BX/CT	CT	300
73-0420	Blade, Personna Plus Sterile #20	50/BX, 6 BX/CT	CT	300
73-0421	Blade, Personna Plus Sterile #21	50/BX, 6 BX/CT	CT	300
73-0422	Blade, Personna Plus Sterile #22	50/BX, 6 BX/CT	CT	300
73-0312	Blade, Personna Plus Sterile #12	50/CT	CT	50
73-0323	Blade, Personna Plus Sterile #23	50/CT	CT	50
73-0424	Blade, Personna Plus Sterile #24	50/CT	CT	50
73-4415	Blade, Personna Plus Sterile #15C	50/CT	CT	50
73-0010	Blade, Personna Stainless Sterile #10	150/CT	CT	150
73-0011	Blade, Personna Stainless Sterile #11	150/CT	CT	150
73-0015	Blade, Personna Stainless Sterile #15	150/CT	CT	150
73-0020	Blade, Personna Stainless Sterile #20	150/CT	CT	150
73-0021	Blade, Personna Stainless Sterile #21	150/CT	CT	150
73-0022	Blade, Personna Stainless Sterile #22	150/CT	CT	150
73-0510	Blade, Personna Stainless Non-Sterile #10	1000/CT	CT	1000
73-0511	Blade, Personna Stainless Non-Sterile #11	1000/CT	CT	1000
73-0515	Blade, Personna Stainless Non-Sterile #11	1000/CT	CT	1000
78-0322	Blade, Personna Non-Sterile #22	150/CT	CT	150
78-0360	Blade, Personna Non-Sterile #60	150/CT	CT	150
73-0110	Scalpel, Personna Disposable Sterile #10	10/CT, 10 CT/CS	CS	100
73-0111	Scalpel, Personna Disposable Sterile #11	10/CT, 10 CT/CS	CS	100
73-0115	Scalpel, Personna Disposable Sterile #15	10/CT, 10 CT/CS	CS	100
73-0120	Scalpel, Personna Disposable Sterile #20	10/CT, 10 CT/CS	CS	100
73-0121	Scalpel, Personna Disposable Sterile #21	10/CT, 10 CT/CS	CS	100
73-0210	Scalpel, Personna Disposable Non-Sterile #10	1000/CS BULK	CS	1000
73-0211	Scalpel, Personna Disposable Non-Sterile #11	1000/CS BULK	CS	1000
73-0215	Scalpel, Personna Disposable Non-Sterile #15	1000/CS BULK	CS	1000
73-0220	Scalpel, Personna Disposable Non-Sterile #20	1000/CS BULK	CS	1000
73-0221	Scalpel, Personna Disposable Non-Sterile #21	1000/CS BULK	CS	1000
73-0911	Scalpel, Personna Mini-Scalpel Non-Sterile	100/BG, 5 BG/CS	CS	500
73-8010	Blade, Personna Plus Safety Cartridge Sterile #10	50/BX, 3 BX/CS	CS	150
73-8011	Blade, Personna Plus Safety Cartridge Sterile #11	50/BX, 3 BX/CS	CS	150
73-8015	Blade, Personna Plus Safety Cartridge Sterile #15	50/BX, 3 BX/CS	CS	150
73-8020	Blade, Personna Plus Safety Cartridge Sterile #20	50/BX, 3 BX/CS	CS	150
73-8021	Blade, Personna Plus Safety Cartridge Sterile #21	50/BX, 3 BX/CS	CS	150
73-8022	Blade, Personna Plus Safety Cartridge Sterile #22	50/BX, 3 BX/CS	CS	150
73-8016	Blade, Personna Plus Safety Cartridge Sterile #15C	50/BX, 3 BX/CS	CS	150
73-8023	Blade, Personna Plus Safety Cartridge Sterile #23	50/BX, 3 BX/CS	CS	150
73-8024	Blade, Personna Plus Safety Cartridge Sterile #24	50/BX, 3 BX/CS	CS	150
73-8210	Blade, Personna Plus Safety Cartridge N-S #10	100/BG, 5 BG/CS	CS	500
73-8211	Blade, Personna Plus Safety Cartridge N-S #11	100/BG, 5 BG/CS	CS	500
73-8215	Blade, Personna Plus Safety Cartridge N-S #15	100/BG, 5 BG/CS	CS	500
73-8220	Blade, Personna Plus Safety Cartridge N-S #20	100/BG, 5 BG/CS	CS	500
73-8221	Blade, Personna Plus Safety Cartridge N-S #21	100/BG, 5 BG/CS	CS	500
73-8222	Blade, Personna Plus Safety Cartridge N-S #22	100/BX, 5 BX/CS	CS	500

Personna Medical
Products to be Discontinued - Effective November 30, 2008

Item #	Product Description	Packing	UOM	Quantity / UOM
73-8216	Blade, Personna Plus Safety Cartridge N-S #15C	100/BG, 5 BG/CS	CS	500
73-8223	Blade, Personna Plus Safety Cartridge N-S #23	100/BG, 5 BG/CS	CS	500
73-8224	Blade, Personna Plus Safety Cartridge N-S #24	100/BG, 5 BG/CS	CS	500
73-8030	Handle, Personna Plus Safety Cartridge Reusable Metal #3	5/BX	BX	5
73-8031	Handle, Personna Plus Safety Cartridge Reusable Metal #3L	2/BX	BX	2
73-8040	Handle, Personna Plus Safety Cartridge Reusable Metal #4	5/BX	BX	5
73-8041	Handle, Personna Plus Safety Cartridge Reusable Metal #4L	2/BX	BX	2
73-8071	Handle, Personna Plus Safety Cartridge Reusable Metal #7	5/BX	BX	5
73-9010	Scalpel, Personna Plus Disp Safety Scalpel Sterile #10	10/BX, 10 BX/CS	CS	100
73-9011	Scalpel, Personna Plus Disp Safety Scalpel Sterile #11	10/BX, 10 BX/CS	CS	100
73-9015	Scalpel, Personna Plus Disp Safety Scalpel Sterile #15	10/BX, 10 BX/CS	CS	100
73-9020	Scalpel, Personna Plus Disp Safety Scalpel Sterile #20	10/BX, 10 BX/CS	CS	100
73-9021	Scalpel, Personna Plus Disp Safety Scalpel Sterile #21	10/BX, 10 BX/CS	CS	100
73-9022	Scalpel, Personna Plus Disp Safety Scalpel Sterile #22	10/BX, 10 BX/CS	CS	100
73-9016	Scalpel, Personna Plus Disp Safety Scalpel Sterile #15C	10/BX, 10 BX/CS	CS	100
73-9023	Scalpel, Personna Plus Disp Safety Scalpel Sterile #23	10/BX, 10 BX/CS	CS	100
73-9024	Scalpel, Personna Plus Disp Safety Scalpel Sterile #24	10/BX, 10 BX/CS	CS	100
73-9210	Scalpel, Personna Plus Disp Safety Scalpel N-S #10	100/BG, 5 BG/CS	CS	500
73-9211	Scalpel, Personna Plus Disp Safety Scalpel N-S #11	100/BG, 5 BG/CS	CS	500
73-9215	Scalpel, Personna Plus Disp Safety Scalpel N-S #15	100/BG, 5 BG/CS	CS	500
73-9216	Scalpel, Personna Plus Disp Safety Scalpel N-S #15C	100/BG, 5 BG/CS	CS	500
73-9220	Scalpel, Personna Plus Disp Safety Scalpel N-S #20	100/BG, 5 BG/CS	CS	500
73-9221	Scalpel, Personna Plus Disp Safety Scalpel N-S #21	100/BG, 5 BG/CS	CS	500
73-9222	Scalpel, Personna Plus Disp Safety Scalpel N-S #22	100/BG, 5 BG/CS	CS	500
73-9223	Scalpel, Personna Plus Disp Safety Scalpel N-S #23	100/BG, 5 BG/CS	CS	500
73-9224	Scalpel, Personna Plus Disp Safety Scalpel N-S #24	100/BG, 5 BG/CS	CS	500

Personna Medical
Products to be Retained

Item #	Product Description	Packing	UOM	Quantity / UOM
72-0001	DermaBlade®, Sterile	50/CT, 8 CT/CS	CS	400
75-4003	Razor, DE Prep	100/BX, 10BX/CS	CS	1000
75-4004	Razor, Personna® Premium DE Prep	100/BX, 10BX/CS	CS	1000
75-4005	Razor, Personna DermaGard® Safety De Prep	100/BX, 10BX/CS	CS	1000
75-0003	Razor, Single Blade Fixed - Standard	50/CT, 10 CT/CS	CS	500
75-0002	Razor, Twin Blade Fixed - Heavy (10/Bg)	50/CT, 10 CT/CS	CS	500
75-0015	Razor, Twin Blade Fixed Plus - Heavy (10/Bg)	50/CT, 10 CT/CS	CS	500
75-0017	Razor, Twin Blade Long Handle Fixed Plus - Heavy	10/BG, 10 BG/CS	CS	100
75-0022	Razor, Twin Blade Fixed - Standard (10/Bg)	50/CT, 10 CT/CS	CS	500
75-1030	Razor, Val-U-Shave™ Single Blade Fixed - Standard (10/Bg)	50/CT, 10 CT/CS	CS	500
75-1032	Razor, Val-U-Shave Twin Blade Fixed - Standard (10/Bg)	50/CT, 10 CT/CS	CS	500
75-1033	Razor, Val-U-Shave Twin Blade Fixed - Standard - Bulk	500/CS	CS	500
75-1034	Razor, Val-U-Shave Twin Blade Fixed - Standard - Bulk	1000/CS	CS	1000
74-0001	Blade, Personna Prep SE	5/BX, 10 BX/CT	CT	50
74-0014	Blade, Personna Prep SE	250/CT, 20 CT/CS	CS	5000
74-0002	Blade, Prep DE Wrapped	100/CT, 10 CT/CS	CS	1000
74-0010	Blade, Prep DE Wrapped	250/CT, 20 CT/CS	CS	5000
72-0352	Blade, Face Guard® - Unwrapped	700/CT, 12 CT/CS	CS	8400
72-0100	Blade, Personna Plus® Low Profile .010"	50/DP, 10 DP/CS	CS	500
72-0104	Blade, Personna Plus High Profile .012"	50/DP, 10 DP/CS	CS	500
72-0200	Blade, Personna DE	100/CT, 10 CT/CS	CS	1000

To Place an Order Contact:

Sharon Rexrode
Customer Service Representative
800-457-2222 (phone)
540-248-7122 (fax)
shrexrode@personna.com

Marketing, Pricing, and Contracts:

Pam Hoffman
Contract Administrator
540-245-2265 (phone)
540-248-1648 (fax)
phoffman@personna.com

Sales Contact:

Bill Thomas
Regional Sales Manager
888-835-8020 VM 2283 (phone)
561-391-7805 (fax)
thomasboca@aol.com